Select Office Coverage

Achieved by The Smart Agency, Inc.

Contents

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Coverage 10

Summary

1.29K

Pieces of Coverage

Total number of online, offline and social clips in this book

2.21B

Online Readership

Combined total number of people that visit the websites featuring coverage

1.78B

Monthly Visits

Monthly Visits

7M

Est. Online Views

Prediction of lifetime views of online coverage, based on audience reach & number of...

320K

Followers

Followers

3.16M

Domain Authority

Domain Authority

372K

Distribution

Distribution

113K

Online Readership

Online Readership

45K

Visits

Visits

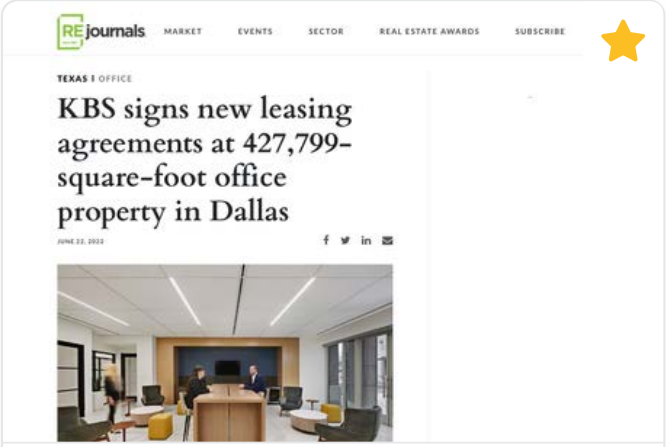
Highlights

Commercial Property Executive
Commercial Property Executive (56-01407)

Orange County Business Journal
Orange County Business Journal (81-02127)

Los Angeles Business Journal
Los Angeles Business Journal (61-01533)

REBusiness Online
REBusiness Online (10-02008)



RE Journals
RE Journals (56-01592)

Los Angeles Business Journal
Los Angeles Business Journal (61-02451)

GlobeSt.

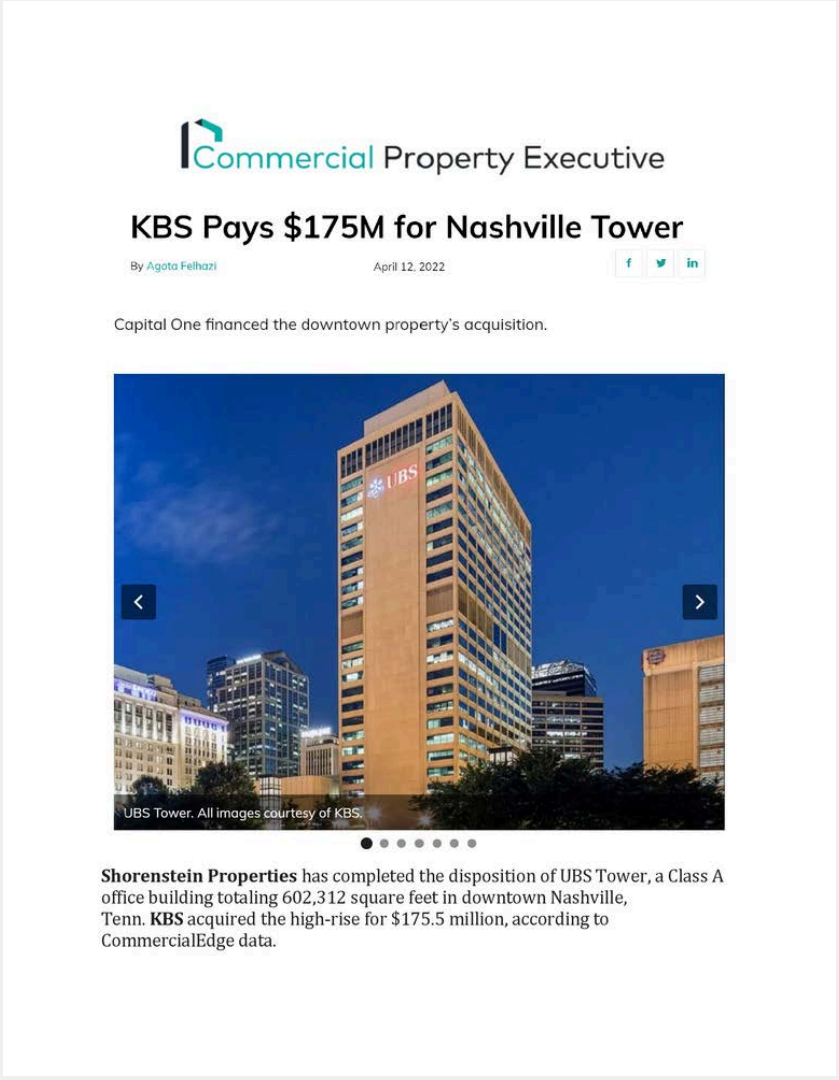
GlobeSt. (61-0989)

Coverage

1293 pieces

Commercial Property Executive

Search commercial real estate listings for sale or lease — office spaces for lease, retail spaces, industrial properties and more.



Commercial Property Executive

KBS Pays $175M for Nashville Tower

By Agota Felhazi April 12, 2022

Capital One financed the downtown property's acquisition.

UBS Tower. All images courtesy of KBS.

Shorenstein Properties has completed the disposition of UBS Tower, a Class A office building totaling 602,312 square feet in downtown Nashville, Tenn. **KBS** acquired the high-rise for $175.5 million, according to CommercialEdge data.

April 12, 2022 ONLINE

Commercial Property Executive (56-01407)

commercialsearch.com/news/kbs-pays-17...

Monthly Visits **28.8K**

Monthly Visits

Based on the same data provider, office sales volume across the Nashville metro has reached $387 million in the first two months of the year. This breaks down to $310 per square foot, slightly above the approximately $291 price-per-square-foot shelled out by KBS.

The new owner secured a $113.8 acquisition loan originated by **Capital One** for the purchase of the 29-story multi-tenant office building. **Cushman & Wakefield** represented the seller in the transaction, while the buyer selected the firm to market the office tower.

The Cushman & Wakefield team included Vice Chairs David Meline, Stewart Calhoun and Mike McDonald as well as Executive Directors Samir Idris and Crews Johnston. Global law firm **Greenberg Traurig** LLP also helped seal the deal with a team encompassing Attorneys Bruce Fischer, Tatyana Litovsky, Christine Fan and Howard Chu along with Paralegal Amanda Kennedy.

A downtown office tower

Located within the CBD at 315 Deaderick St., the 1972-built tower underwent several renovations over the years. The upgrades included a refurbished lobby as well as the addition of a tenant lounge, a coffee bar and conference and fitness centers.

The new owner plans further updates such as a new coffee bar within the lobby, a dog play area, a bike room and shower facilities along with cosmetic renovations, Allen Aldridge, senior vice president of acquisitions, dispositions & co-director of asset management for KBS, said in prepared remarks.

Orange County Business Journal

ORANGE COUNTY BUSINESS JOURNAL

THE COMMUNITY OF BUSINESS™

On The Move: RETS Associates Welcome Crystal Wishart

BY OCBJ STAFF

SEPTEMBER 14, 2022

369

COMMERCIAL REAL ESTATE EXECUTIVE RECRUITMENT

CRYSTAL WISHART Director

RETS ASSOCIATES

RETS Associates, a leading national real estate executive search firm, is continuing to expand in the Southern California region to serve growing demand for real estate talent from new and existing clients. Crystal Wishart, Director at RETS Associates, brings 13 years of experience in Property Management and an educational background in Communications to the team. In alignment with her professional background of managing several buildings across Orange County for EQ Office, Wishart currently specializes in recruiting for mid- to senior-level management positions. Her client services and communications knowledge in Commercial Real Estate is evident in her daily recruiting efforts.

September 14, 2022 ONLINE

Orange County Business Journal (81-02127)

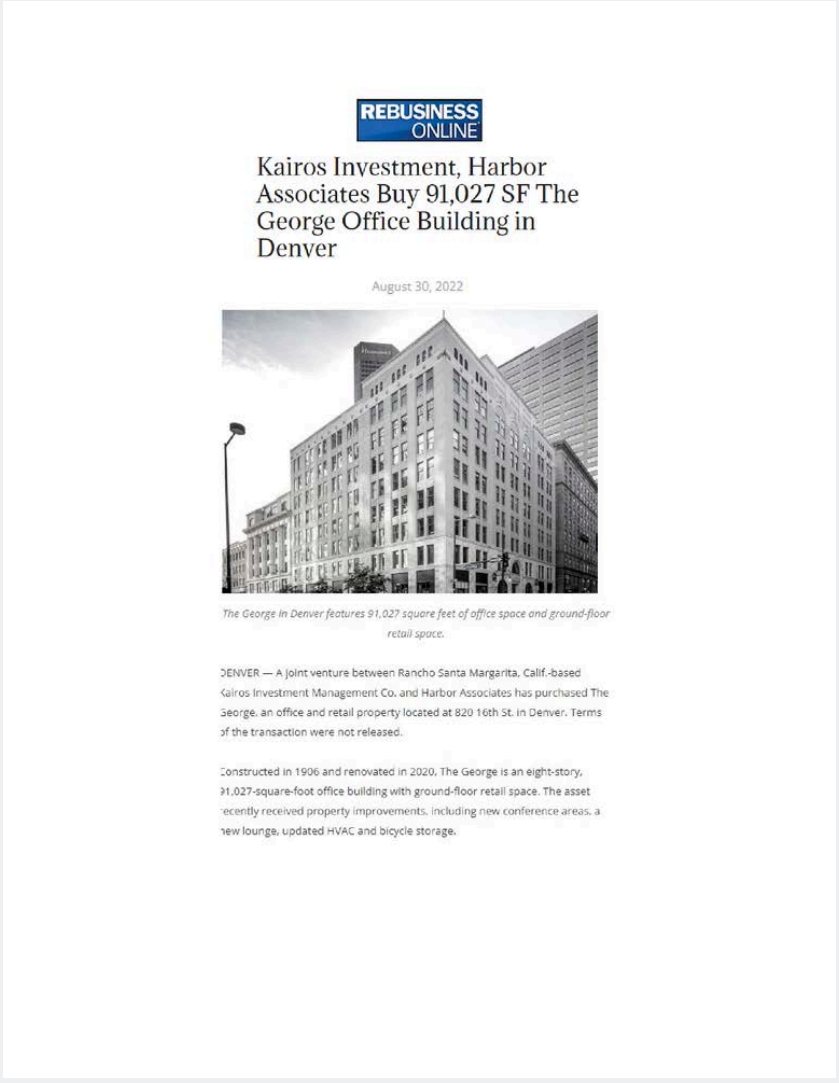
ocbj.com/advertorials/on-the-move-crysta...

Monthly Visits **50K**

Monthly Visits

REBusiness Online

REBusinessOnline delivers commercial real estate news to you daily. Covering industrial, multifamily, office, retail real estate and more.



REBUSINESS ONLINE

Kairos Investment, Harbor Associates Buy 91,027 SF The George Office Building in Denver

August 30, 2022

The George in Denver features 91,027 square feet of office space and ground-floor retail space.

DENVER — A joint venture between Rancho Santa Margarita, Calif.-based Kairos Investment Management Co. and Harbor Associates has purchased The George, an office and retail property located at 820 16th St. in Denver. Terms of the transaction were not released.

Constructed in 1906 and renovated in 2020, The George is an eight-story, 91,027-square-foot office building with ground-floor retail space. The asset recently received property improvements, including new conference areas, a new lounge, updated HVAC and bicycle storage.

August 30, 2022 ONLINE

REBusiness Online (10-02008)

rebusinessonline.com/kairos-investment-...

Monthly Visits **65.4K**

Monthly Visits

Los Angeles Business Journal

LOS ANGELES BUSINESS JOURNAL

BLT Enteprises Pays $130M for Seven Assets

OCTOBER 3, 2022

BLT Enterprises has acquired seven industrial and creative office properties for $130 million.

The Santa Monica-based real estate investment firm purchased the assets — located in Los Angeles County, Orange County and San Diego County — last month. The acquisitions total nearly 270,000 square feet of buildings on more than 18 acres of land.

"Utilizing our seasoned team's investment and market acumen, BLT saw the opportunity to expand our footprint in the Southern California markets where we actively own and manage creative office and industrial properties," Lukas Huberman, BLT's director of acquisitions, said in a statement. "Leveraging our deep experience and local relationships, we plan to implement our proven capital improvement strategies and hands-on management procedures across the assets to unlock long-term value and enhance operations."

October 03, 2022 ONLINE

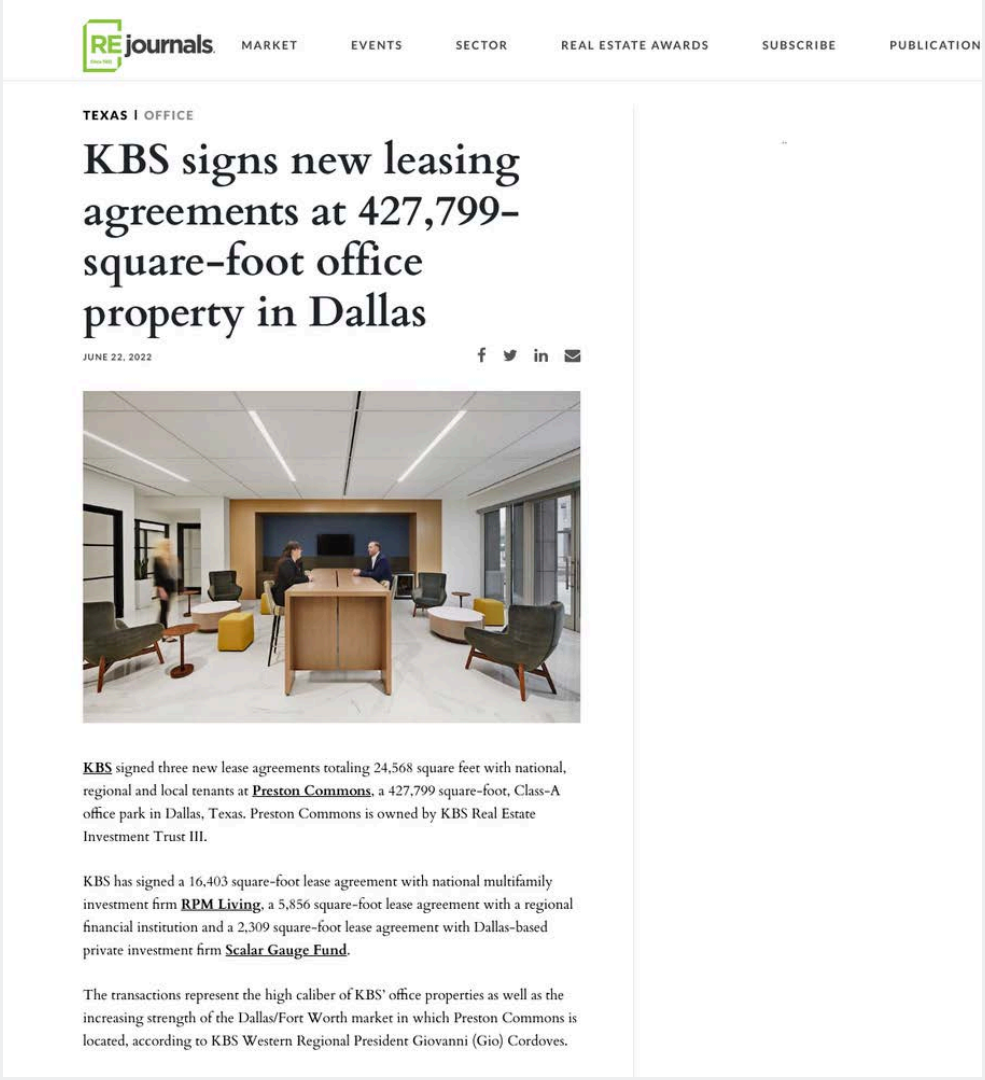
Los Angeles Business Journal (61-01533)

labusinessjournal.com/real-estate/blt-ent...

Monthly Visits **16.1K**

Monthly Visits

RE Journals



RE journals MARKET EVENTS SECTOR REAL ESTATE AWARDS SUBSCRIBE PUBLICATION

TEXAS | OFFICE

KBS signs new leasing agreements at 427,799-square-foot office property in Dallas

JUNE 22, 2022

KBS signed three new lease agreements totaling 24,568 square feet with national, regional and local tenants at **Preston Commons**, a 427,799 square-foot, Class-A office park in Dallas, Texas. Preston Commons is owned by KBS Real Estate Investment Trust III.

KBS has signed a 16,403 square-foot lease agreement with national multifamily investment firm **RPM Living**, a 5,856 square-foot lease agreement with a regional financial institution and a 2,309 square-foot lease agreement with Dallas-based private investment firm **Scalar Gauge Fund**.

The transactions represent the high caliber of KBS' office properties as well as the increasing strength of the Dallas/Fort Worth market in which Preston Commons is located, according to KBS Western Regional President Giovanni (Gio) Cordoves.

June 22, 2022 ONLINE

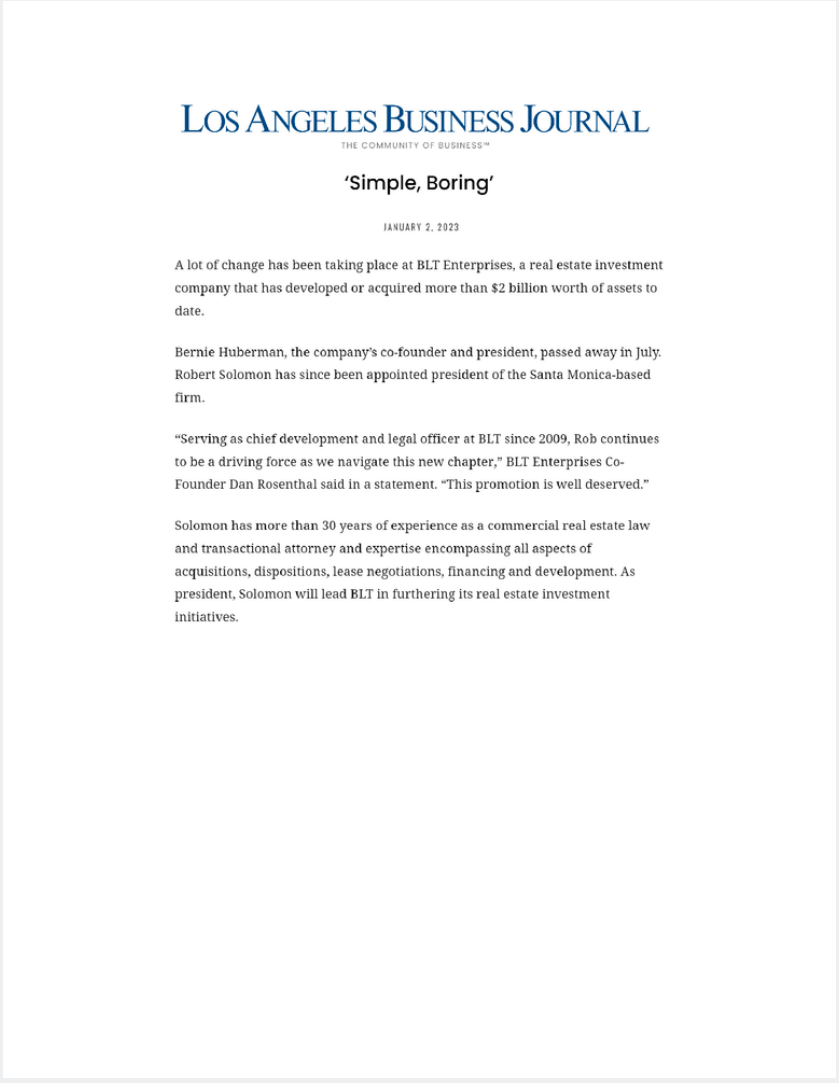
RE Journals (56-01592)

rejournals.com/kbs-signs-new-leasing-agr...

Monthly Visits **41.1K**

Monthly Visits

Los Angeles Business Journal



LOS ANGELES BUSINESS JOURNAL
THE COMMUNITY OF BUSINESS™

'Simple, Boring'

JANUARY 2, 2023

A lot of change has been taking place at BLT Enterprises, a real estate investment company that has developed or acquired more than $2 billion worth of assets to date.

Bernie Huberman, the company's co-founder and president, passed away in July. Robert Solomon has since been appointed president of the Santa Monica-based firm.

"Serving as chief development and legal officer at BLT since 2009, Rob continues to be a driving force as we navigate this new chapter," BLT Enterprises Co-Founder Dan Rosenthal said in a statement. "This promotion is well deserved."

Solomon has more than 30 years of experience as a commercial real estate law and transactional attorney and expertise encompassing all aspects of acquisitions, dispositions, lease negotiations, financing and development. As president, Solomon will lead BLT in furthering its real estate investment initiatives.

January 02, 2023 ONLINE

Los Angeles Business Journal (61-02451)

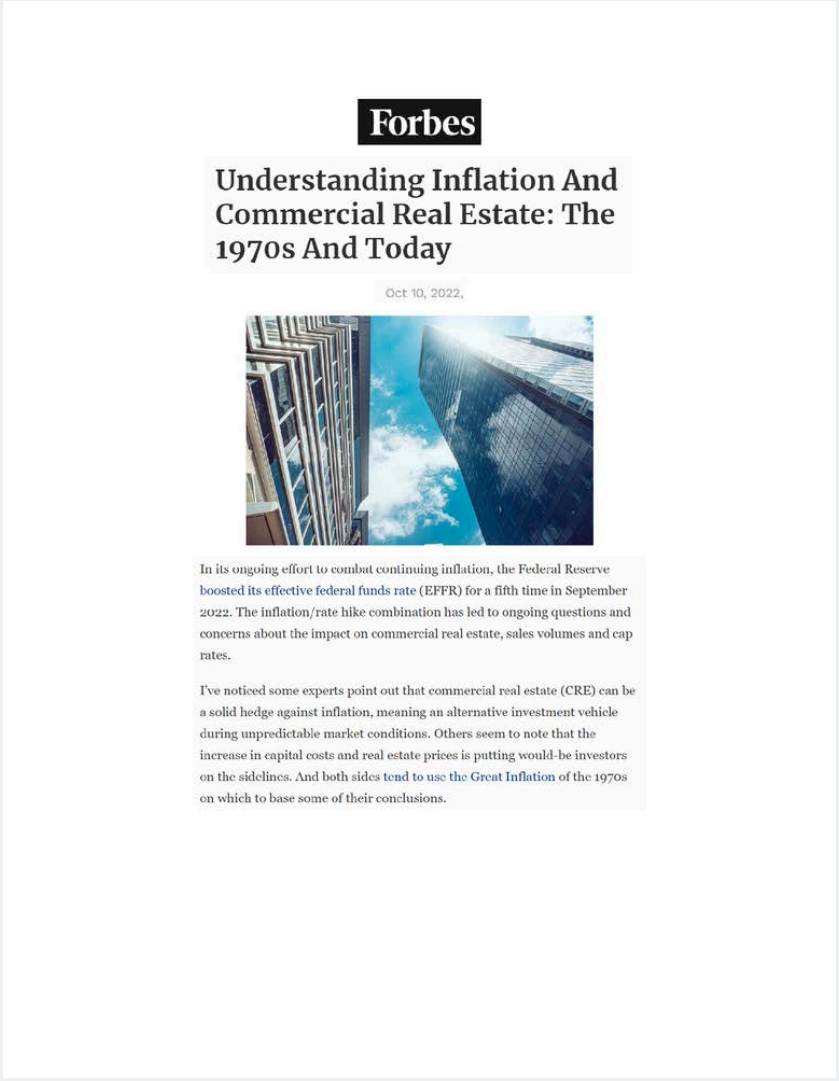
labusinessjournal.com/featured/simple-b...

Monthly Visits **160K**

Monthly Visits

Forbes

Forbes is a global media company, focusing on business, investing, technology, entrepreneurship, leadership, and lifestyle.



Forbes

Understanding Inflation And Commercial Real Estate: The 1970s And Today

Oct 10, 2022,

In its ongoing effort to combat continuing inflation, the Federal Reserve boosted its effective federal funds rate (EFFR) for a fifth time in September 2022. The inflation/rate hike combination has led to ongoing questions and concerns about the impact on commercial real estate, sales volumes and cap rates.

I've noticed some experts point out that commercial real estate (CRE) can be a solid hedge against inflation, meaning an alternative investment vehicle during unpredictable market conditions. Others seem to note that the increase in capital costs and real estate prices is putting would-be investors on the sidelines. And both sides tend to use the Great Inflation of the 1970s on which to base some of their conclusions.

October 10, 2022 ONLINE

Forbes (56-01840)

forbes.com/sites/forbesbusinesscouncil/2...

Monthly Visits **53.3M**

Monthly Visits

Commercial Property Executive

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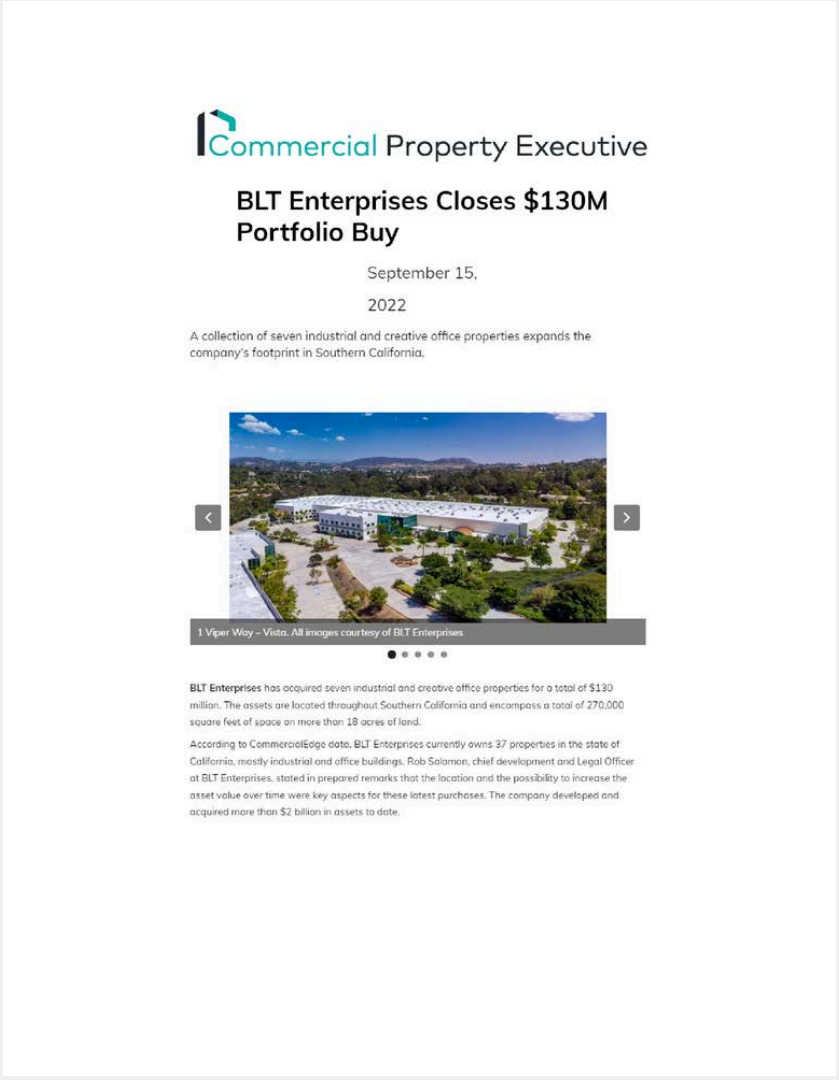


Commercial Property Executive

BLT Enterprises Closes $130M Portfolio Buy

September 15, 2022

A collection of seven industrial and creative office properties expands the company's footprint in Southern California.

1 Viper Way – Vista. All images courtesy of BLT Enterprises

BLT Enterprises has acquired seven industrial and creative office properties for a total of $130 million. The assets are located throughout Southern California and encompass a total of 270,000 square feet of space on more than 18 acres of land.

According to CommercialEdge data, BLT Enterprises currently owns 37 properties in the state of California, mostly industrial and office buildings. Rob Salamon, chief development and Legal Officer at BLT Enterprises, stated in prepared remarks that the location and the possibility to increase the asset value over time were key aspects for these latest purchases. The company developed and acquired more than $2 billion in assets to date.

September 15, 2022 ONLINE

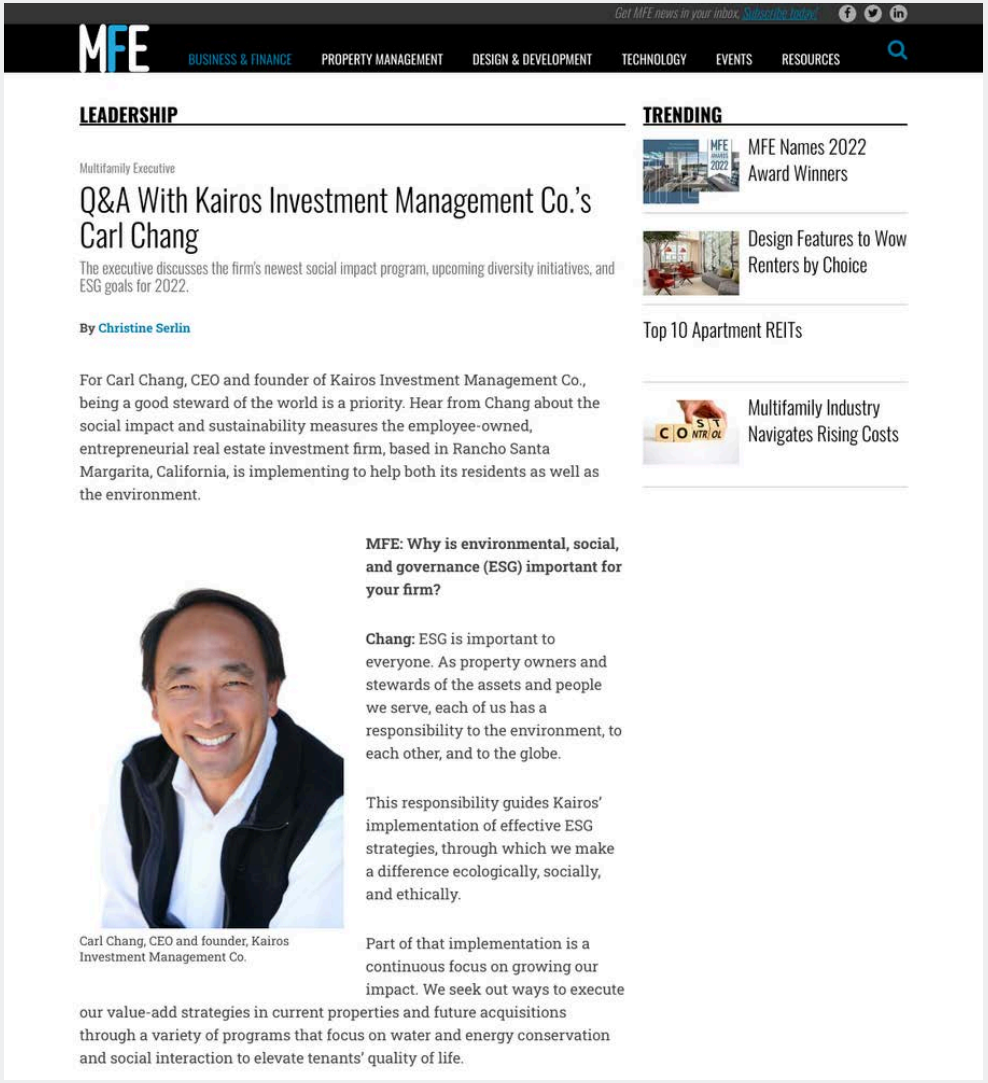
Commercial property Executive (61-01533)

commercialsearch.com/news/blt-enterpri...

Monthly Visits **15.9K**

Monthly Visits

Multifamily Executive



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LEADERSHIP

Multifamily Executive

Q&A With Kairos Investment Management Co.'s Carl Chang

The executive discusses the firm's newest social impact program, upcoming diversity initiatives, and ESG goals for 2022.

By Christine Serlin

For Carl Chang, CEO and founder of Kairos Investment Management Co., being a good steward of the world is a priority. Hear from Chang about the social impact and sustainability measures the employee-owned, entrepreneurial real estate investment firm, based in Rancho Santa Margarita, California, is implementing to help both its residents as well as the environment.

Carl Chang, CEO and founder, Kairos Investment Management Co.

MFE: Why is environmental, social, and governance (ESG) important for your firm?

Chang: ESG is important to everyone. As property owners and stewards of the assets and people we serve, each of us has a responsibility to the environment, to each other, and to the globe.

This responsibility guides Kairos' implementation of effective ESG strategies, through which we make a difference ecologically, socially, and ethically.

Part of that implementation is a continuous focus on growing our impact. We seek out ways to execute our value-add strategies in current properties and future acquisitions through a variety of programs that focus on water and energy conservation and social interaction to elevate tenants' quality of life.

TRENDING

MFE Names 2022 Award Winners

Design Features to Wow Renters by Choice

Top 10 Apartment REITs

Multifamily Industry Navigates Rising Costs

April 22, 2022 ONLINE

Multifamily Executive (10-000)

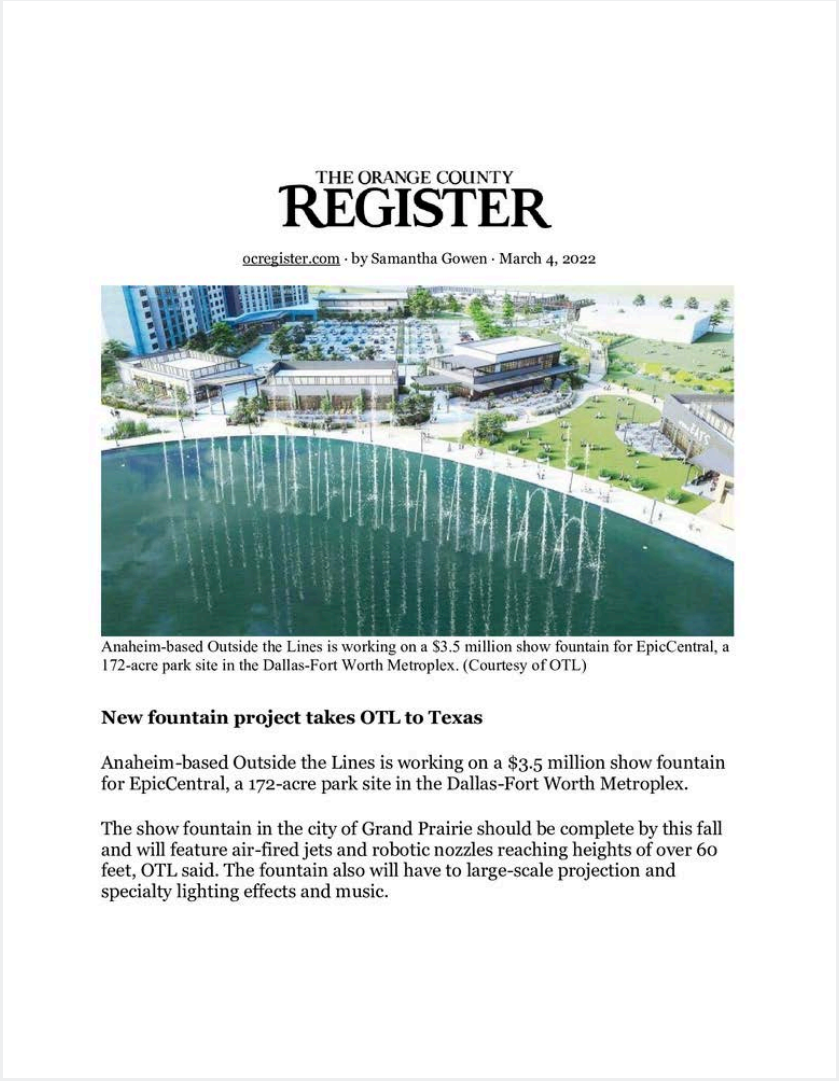
multifamilyexecutive.com/business-financ...

Monthly Visits **39.4K**

Monthly Visits

Orange County Register

OCRegister.com covers local news in Orange County, CA, California and national news, sports, things to do and the best places to eat, business and the Orange County...



THE ORANGE COUNTY
REGISTER

ocregister.com · by Samantha Gowen · March 4, 2022

Anaheim-based Outside the Lines is working on a $3.5 million show fountain for EpicCentral, a 172-acre park site in the Dallas-Fort Worth Metroplex. (Courtesy of OTL)

New fountain project takes OTL to Texas

Anaheim-based Outside the Lines is working on a $3.5 million show fountain for EpicCentral, a 172-acre park site in the Dallas-Fort Worth Metroplex.

The show fountain in the city of Grand Prairie should be complete by this fall and will feature air-fired jets and robotic nozzles reaching heights of over 60 feet, OTL said. The fountain also will have to large-scale projection and specialty lighting effects and music.

March 04, 2022 ONLINE

Orange County Register (78-0691)

ocregister.com/2022/03/04/real-estate-n...

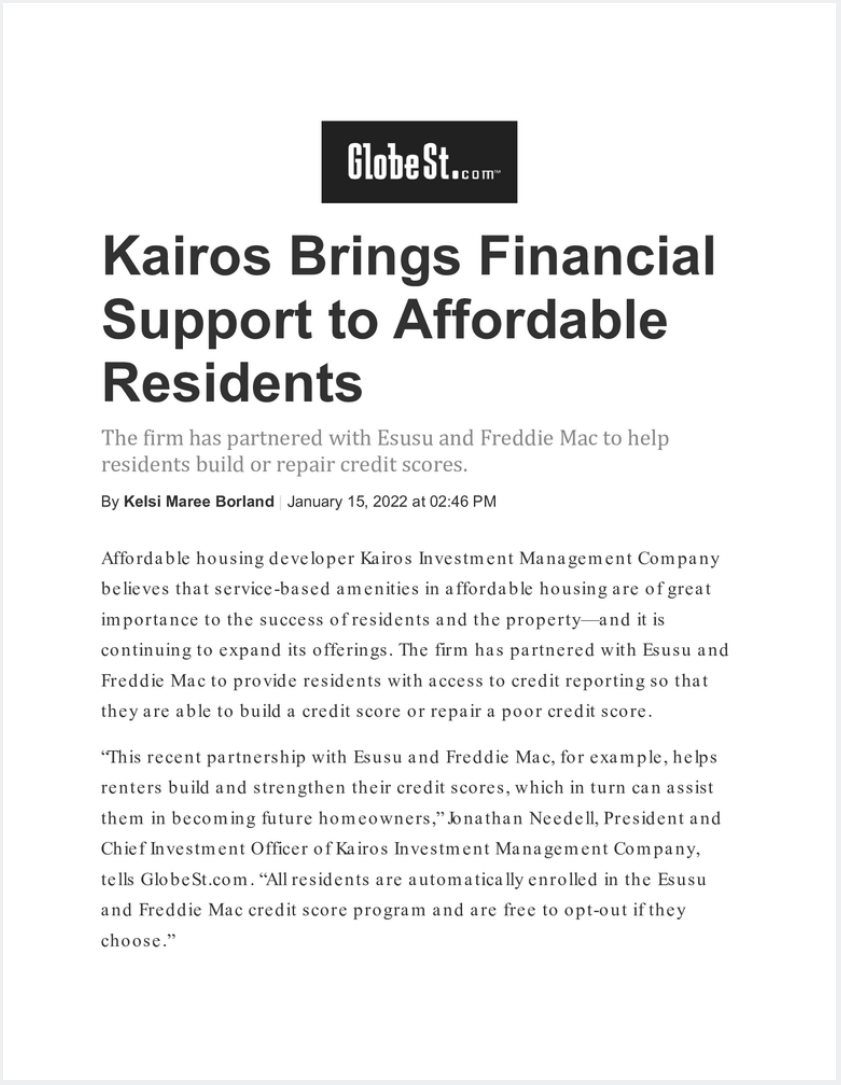
Monthly Visits **1.12M**

Monthly Visits

OTL, which specializes in creating unique water features, rockwork and themed environments, is working with Merriman Anderson Architects as well as Studio Outside as the landscape architect.

GlobeSt.

Visit GlobeSt.com for National and Regional Commercial Real Estate News, Resource Directories, Webinars, Thought Leadership and Events.



GlobeSt.com

Kairos Brings Financial Support to Affordable Residents

The firm has partnered with Esusu and Freddie Mac to help residents build or repair credit scores.

By **Kelsi Maree Borland** | January 15, 2022 at 02:46 PM

Affordable housing developer Kairos Investment Management Company believes that service-based amenities in affordable housing are of great importance to the success of residents and the property—and it is continuing to expand its offerings. The firm has partnered with Esusu and Freddie Mac to provide residents with access to credit reporting so that they are able to build a credit score or repair a poor credit score.

"This recent partnership with Esusu and Freddie Mac, for example, helps renters build and strengthen their credit scores, which in turn can assist them in becoming future homeowners," Jonathan Needell, President and Chief Investment Officer of Kairos Investment Management Company, tells GlobeSt.com. "All residents are automatically enrolled in the Esusu and Freddie Mac credit score program and are free to opt-out if they choose."

January 15, 2022 ONLINE

GlobeSt. (10-01100)

globest.com/2022/01/15/kairos-brings-fin...

Monthly Visits **45K**

Monthly Visits

The property management team leads the efforts, taking a hands on approach to educate tenants on the importance of good credit. "Our property management teams carefully explain to the residents the benefits of participating, allowing them to begin establishing or repairing low credit scores immediately by reporting rent payments monthly as a positive credit event rather than just a negative credit event when a tenant fails to pay," says Needell.

The partnership is an example of the types of programs and services that Kairos is sourcing for tenants. "Our recent partnership with Esusu and Freddie Mac comes from collaborative efforts with our property management teams to present activities and programs from which our residents can benefit," Needell says. "By carefully curating programs to match the needs of residents at each property, we are able to offer resources and support they can use in their daily lives."

Ultimately, Needell believes that these amenities not only have a positive impact on the residents' personal lives but also drives operational success at the property. "We believe programs like these enable residents to feel heard and supported by their landlord," he says. "When residents feel recognized and uplifted in this way, we believe they are more likely to continue residing at our properties and recommend these communities to friends and family. This contributes to decreased vacancy rates and strong demand for housing."

Connect CRE Texas

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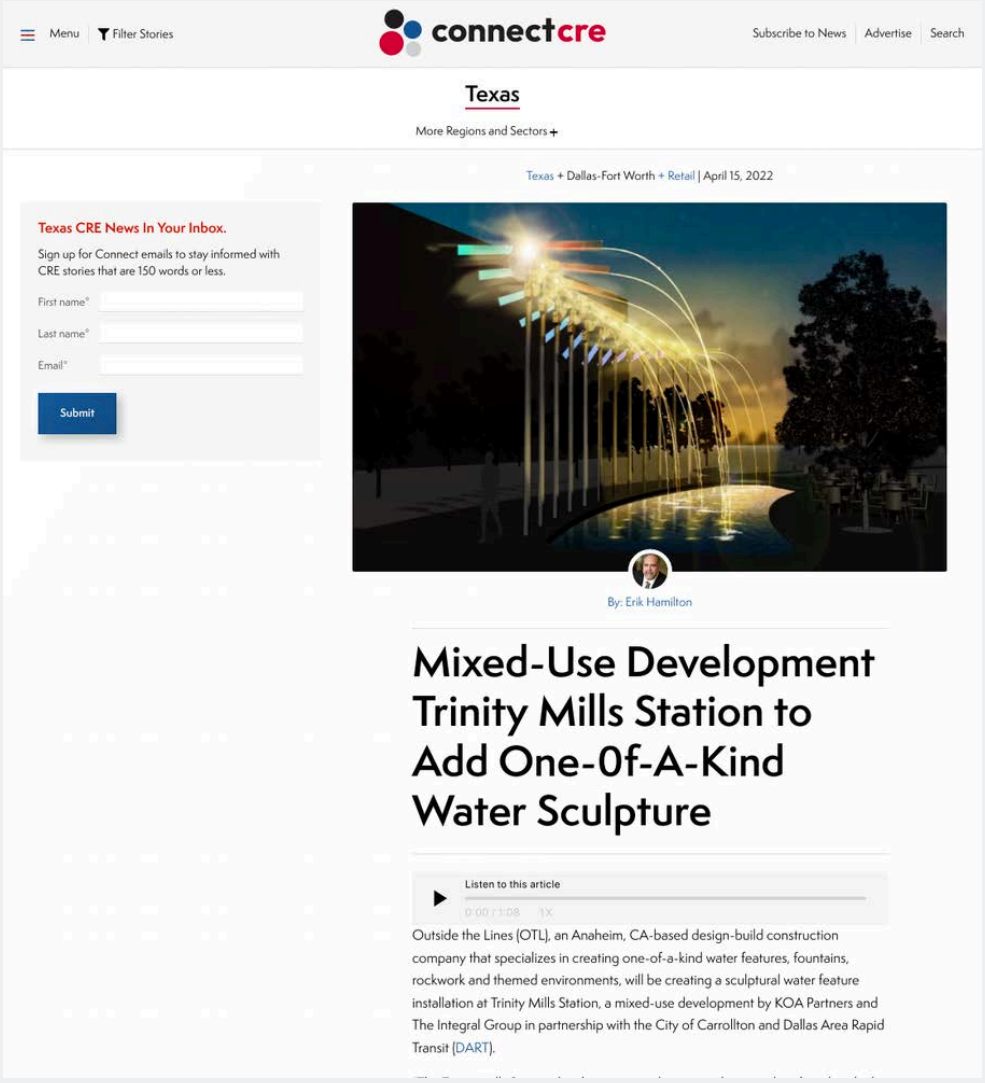


April 15, 2022 ONLINE

Connect CRE Texas (78-01369)

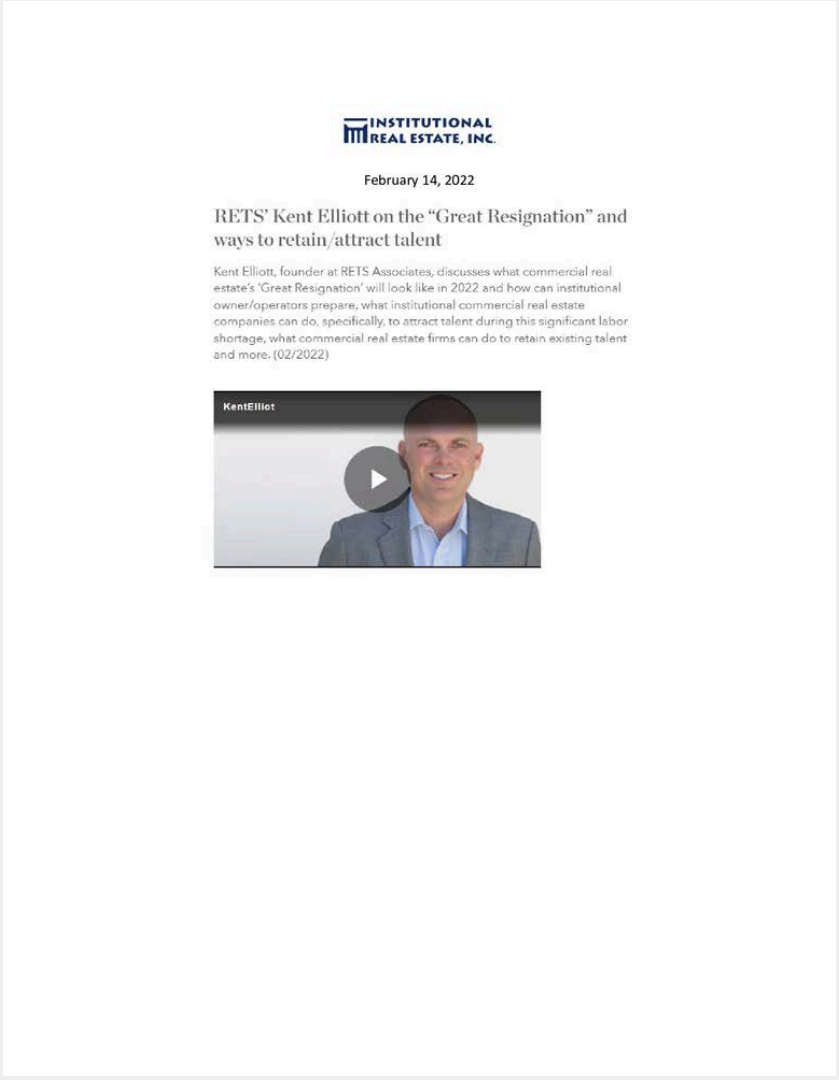
connectcre.com/stories/mixed-use-devel...

Monthly Visits **49.9K**

Monthly Visits

Institutional Real Estate, Inc.

Commercial real estate investment publications, news, trends, resources and events for America, Europe, & Asia Pacific.



February 14, 2022 ONLINE

Institutional Real Estate, Inc. (81-01372)

irei.com/video-and-podcast/rets-kent-ellio...

Monthly Visits **53.4K**

Monthly Visits

Orange County Register

OCRegister.com covers local news in Orange County, CA, California and national news, sports, things to do and the best places to eat, business and the Orange County...

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Real estate news: Affordable apartment complex sells for $11 million in Yorba Linda

Also in the news: 400 new homes for sale in Tustin community adjacent to blimp hangars.

The affordable Yorba Linda Palms apartment complex has been sold to Irvine-based Avanath Capital Management for $11.1 million. (Courtesy of Avanath Capital Management)

By SAMANTHA GOWEN | sgowen@scng.com | Orange County Register

PUBLISHED: June 17, 2022 at 12:13 p.m. | UPDATED: June 17, 2022 at 12:58 p.m.

A 44-unit affordable apartment complex in Yorba Linda has been sold to Irvine-based Avanath Capital Management for $11.1 million.

The community at 18542 Yorba Linda Blvd. dates to 2006 and is about a half-mile from the Richard Nixon Presidential Library.

The firm said the off-market transaction was its fifth acquisition in Southern California and its fourth in Orange County within the last 12 months.

Avanath said the property has been fully occupied and was able to maintain rent collections during the pandemic. The firm said it next plans to introduce programs for residents at The Palms, including financial literacy, English and writing, and computer proficiency classes. COR Community Development Corp. also is working as a nonprofit partner in the ownership structure, providing social services to residents.

The complex also will get new mechanical systems, roofs, HVAC systems and boilers, as needed, Avanath said. The Palms property has five, two-story garden-style buildings with eight two-bedroom units, 36 three-bedroom units, a clubhouse and resident center.

Other Orange County acquisitions for Avanath included St. John's Manor, a 36-unit affordable senior housing community in Costa Mesa

June 17, 2022 ONLINE

The Orange County Register (78-01178)

ocregister.com/2022/06/17/real-estate-ne...

Monthly Visits **574K**

Monthly Visits

The Target-anchored shopping center called Rusty Leaf Plaza in Orange has been sold as part of a larger portfolio to Inland Real Estate Income Trust Inc. in a deal worth $278 million. (Courtesy of JLL)

Target-anchored shopping center in Orange sells

The Rusty Leaf Plaza in Orange, anchored by a small-format Target, has been sold as part of a larger portfolio to Inland Real Estate Income Trust Inc. in a deal worth $278 million.

The unidentified seller was represented by JLL.

The portfolio includes eight grocery-anchored retail properties with a combined 687,000 square feet, JLL said in a statement.

"This trade is a terrific example of another high-quality grocery-anchored portfolio of scale trading in dense markets," said Chris Angelone, a senior managing director at JLL. "This portfolio provides geographic diversity, income diversity and tenancy diversity, and, although there is a little choppiness in the markets, we are seeing no slowdown in demand for well-located opportunities across the country."

400 homes for sale in Tustin

The housing market has 400 new homes to add to its roster, this time in the shadow of the iconic blimp hangars in Tustin.

Brookfield Residential has three neighborhood tracts for sale at The Landing at Tustin Legacy.

Terra, Luna and Cira were built adjacent to the former Tustin Marine Corps Air Station. They are part of the 1,600-acre Tustin Legacy community, which includes parks, The District retail and entertainment destination, and some 4,600 residences in the works.

Terra is made up of flats and townhomes with up to 2,275 square feet, priced from $600,000 to $900,000. Units will have one bedroom to three bedrooms, two baths, plus a powder room and office.

Luna also offers townhomes but larger, ranging up to 2,270 square feet and priced between $900,000 to more than $1 million. Units will have three bedrooms or 4 bedrooms.

Cira has single-family homes up to 3,398 square feet with private yards and prices ranging from $1.2 million to more than $1.5 million. Homes will have four to five bedrooms, plus a bonus room. The largest home available includes a multi-generation suite.

Outside the Lines in Anaheim has finished work on a water-effects show fountain at Branson's new entertainment complex, Branson Boardwalk, in Branson, Mo. (Courtesy of OTL)

Water feature complete in Branson, Mo.

Anaheim-based Outside the Lines has finished work on a water-effects show fountain at Branson's new entertainment complex, Branson Boardwalk, in Branson, Mo.

The water feature sits in the center of the center's manmade cascading lake, which is next to the Aquarium at the Boardwalk, the first attraction developed at the developing entertainment hub.

Designed and built by OTL, the fountain plays two fully choreographed shows every half-hour seven days a week.

OTL specializes in making one-of-a-kind water features, fountains, rockwork and themed environments.

Irvine-based Greenlaw Partners and joint venture partner Seoul-based Mirae Asset Global Investments bought an industrial portfolio in Salt Lake City for a combined $187.75 million. (Courtesy of Cushman & Wakefield)

Greenlaw, partner buy Utah portfolio for $187.8M

Irvine-based Greenlaw Partners and joint venture partner Mirae Asset Global Investments in Seoul acquired an industrial portfolio in Salt Lake City, for a combined $187.75 million.

The last-mile facilities — which include two newly built Class A industrial/logistics buildings totaling 347,290 square feet — are both fully leased to the same e-commerce company.

Cushman & Wakefield's National Industrial Advisory Group together with Cushman's Salt Lake City office represented the seller, Gardner Batt, in the transaction.

Real estate transactions, leases and new projects, industry hires, new ventures and upcoming events are compiled from press releases by contributing writer Karen Levin. Submit items and high-resolution photos via email to Business Editor Samantha Gowen at sgowen@scng.com. Please allow at least a week for publication. All items are subject to editing for clarity and length.

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Samantha Gowen | Business Editor

Samantha Gowen is the business editor for the Southern California News Group. Gowen joined The Orange County Register in October 2000, arriving from South Florida just days before the presidential election imploded. (Remember hanging chads?) She held a variety of roles -- copy editor, pets editor, trending and car culture reporter and page designer -- before joining the Business team as deputy editor in 2014. Her team specializes in real estate, the economy, and jobs coverage.

sgowen@scng.com

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California: Program Covers The Cost To Install Solar If You Own A Home In These Zips

Energy Bill Program | Sponsored

California: Program Covers The Cost To Install Solar If You Own A Home In These Zips.

Energy Bill Program | Sponsored

California: Gov Will Cover The Cost To Install Solar if You Live In These Zip Codes

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New Senior Apartments In Orange (Take a Look at the Prices)

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Also in the news: 400 new homes for sale in Tustin community adjacent to blimp hangars.

The affordable Yorba Linda Palms apartment complex has been sold to Irvine-based Avanath Capital Management for $11.1 million. (Courtesy of Avanath Capital Management)

By SAMANTHA GOWEN | sgowen@scng.com | Orange County Register

PUBLISHED: June 17, 2022 at 12:13 p.m. | UPDATED: June 17, 2022 at 12:58 p.m.

A 44-unit affordable apartment complex in Yorba Linda has been sold to Irvine-based Avanath Capital Management for $11.1 million.

The community at 18542 Yorba Linda Blvd. dates to 2006 and is about a half-mile from the Richard Nixon Presidential Library.

The firm said the off-market transaction was its fifth acquisition in Southern California and its fourth in Orange County within the last 12 months.

Avanath said the property has been fully occupied and was able to maintain rent collections during the pandemic. The firm said it next plans to introduce programs for residents at The Palms, including financial literacy, English and writing, and computer proficiency classes. COR Community Development Corp. also is working as a nonprofit partner in the ownership structure, providing social services to residents.

The complex also will get new mechanical systems, roofs, HVAC systems and boilers, as needed, Avanath said. The Palms property has five, two-story garden-style buildings with eight two-bedroom units, 36 three-bedroom units, a clubhouse and resident center.

Other Orange County acquisitions for Avanath included St. John's Manor, a 36-unit affordable senior housing community in Costa Mesa

The Target-anchored shopping center called Rusty Leaf Plaza in Orange has been sold as part of a larger portfolio to Inland Real Estate Income Trust Inc. in a deal worth $278 million. (Courtesy of JLL)

Target-anchored shopping center in Orange sells

The Rusty Leaf Plaza in Orange, anchored by a small-format Target, has been sold as part of a larger portfolio to Inland Real Estate Income Trust Inc. in a deal worth $278 million.

The unidentified seller was represented by JLL.

The portfolio includes eight grocery-anchored retail properties with a combined 687,000 square feet, JLL said in a statement.

"This trade is a terrific example of another high-quality grocery-anchored portfolio of scale trading in dense markets," said Chris Angelone, a senior managing director at JLL. "This portfolio provides geographic diversity, income diversity and tenancy diversity, and, although there is a little choppiness in the markets, we are seeing no slowdown in demand for well-located opportunities across the country."

400 homes for sale in Tustin

The housing market has 400 new homes to add to its roster, this time in the shadow of the iconic blimp hangars in Tustin.

Brookfield Residential has three neighborhood tracts for sale at The Landing at Tustin Legacy.

Terra, Luna and Cira were built adjacent to the former Tustin Marine Corps Air Station. They are part of the 1,600-acre Tustin Legacy community, which includes parks, The District retail and entertainment destination, and some 4,600 residences in the works.

Terra is made up of flats and townhomes with up to 2,275 square feet, priced from $600,000 to $900,000. Units will have one bedroom to three bedrooms, two baths, plus a powder room and office.

Luna also offers townhomes but larger, ranging up to 2,270 square feet and priced between $900,000 to more than $1 million. Units will have three bedrooms or 4 bedrooms.

Cira has single-family homes up to 3,398 square feet with private yards and prices ranging from $1.2 million to more than $1.5 million. Homes will have four to five bedrooms, plus a bonus room. The largest home available includes a multi-generation suite.

Outside the Lines in Anaheim has finished work on a water-effects show fountain at Branson's new entertainment complex, Branson Boardwalk, in Branson, Mo. (Courtesy of OTL)

Water feature complete in Branson, Mo.

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The water feature sits in the center of the center's manmade cascading lake, which is next to the Aquarium at the Boardwalk, the first attraction developed at the developing entertainment hub.

Designed and built by OTL, the fountain plays two fully choreographed shows every half-hour seven days a week.

OTL specializes in making one-of-a-kind water features, fountains, rockwork and themed environments.

Irvine-based Greenlaw Partners and joint venture partner Seoul-based Mirae Asset Global Investments bought an industrial portfolio in Salt Lake City for a combined $187.75 million. (Courtesy of Cushman & Wakefield)

Greenlaw, partner buy Utah portfolio for $187.8M

Irvine-based Greenlaw Partners and joint venture partner Mirae Asset Global Investments in Seoul acquired an industrial portfolio in Salt Lake City, for a combined $187.75 million.

The last-mile facilities — which include two newly built Class A industrial/logistics buildings totaling 347,290 square feet — are both fully leased to the same e-commerce company.

Cushman & Wakefield's National Industrial Advisory Group together with Cushman's Salt Lake City office represented the seller, Gardner Batt, in the transaction.

Real estate transactions, leases and new projects, industry hires, new ventures and upcoming events are compiled from press releases by contributing writer Karen Levin. Submit items and high-resolution photos via email to Business Editor Samantha Gowen at sgowen@scng.com. Please allow at least a week for publication. All items are subject to editing for clarity and length.

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Samantha Gowen | Business Editor

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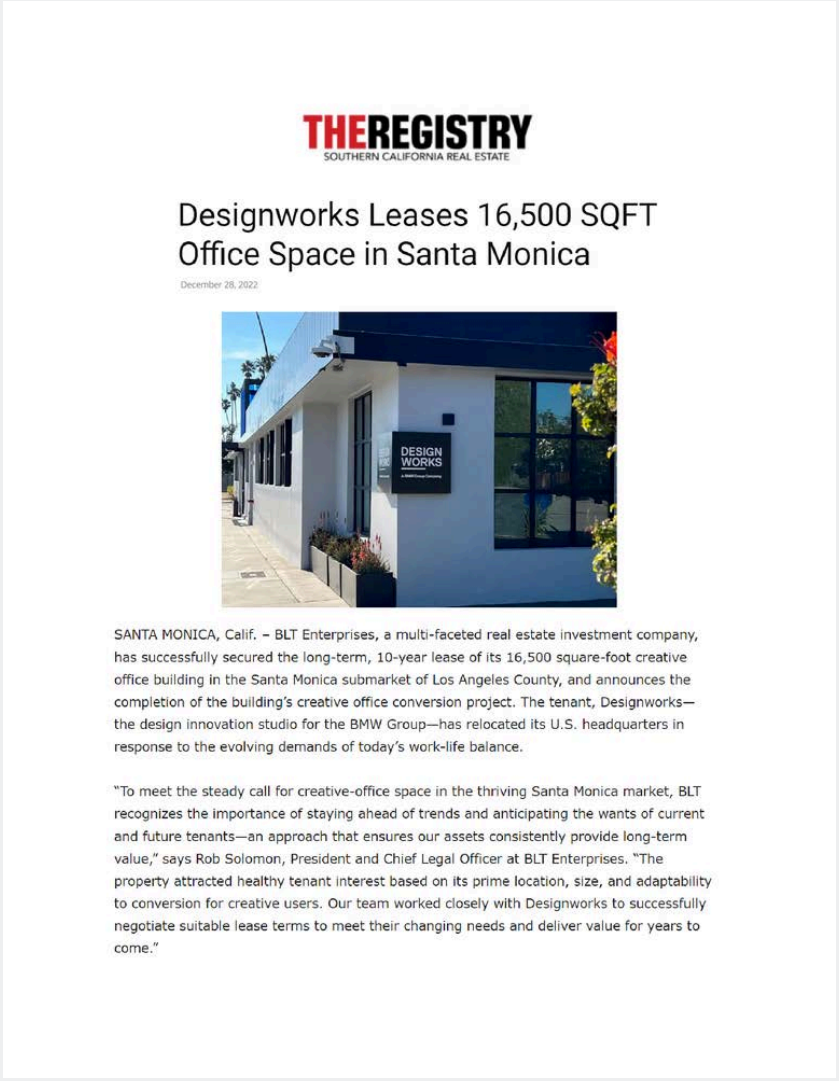

THEREGISTRY
SOUTHERN CALIFORNIA REAL ESTATE

Designworks Leases 16,500 SQFT Office Space in Santa Monica

December 28, 2022

SANTA MONICA, Calif. – BLT Enterprises, a multi-faceted real estate investment company, has successfully secured the long-term, 10-year lease of its 16,500 square-foot creative office building in the Santa Monica submarket of Los Angeles County, and announces the completion of the building's creative office conversion project. The tenant, Designworks—the design innovation studio for the BMW Group—has relocated its U.S. headquarters in response to the evolving demands of today's work-life balance.

"To meet the steady call for creative-office space in the thriving Santa Monica market, BLT recognizes the importance of staying ahead of trends and anticipating the wants of current and future tenants—an approach that ensures our assets consistently provide long-term value," says Rob Solomon, President and Chief Legal Officer at BLT Enterprises. "The property attracted healthy tenant interest based on its prime location, size, and adaptability to conversion for creative users. Our team worked closely with Designworks to successfully negotiate suitable lease terms to meet their changing needs and deliver value for years to come."

December 28, 2022 ONLINE

The Registry (61-02583)

theregistrysocal.com/designworks-leases...

Monthly Visits **7.65K**

Monthly Visits

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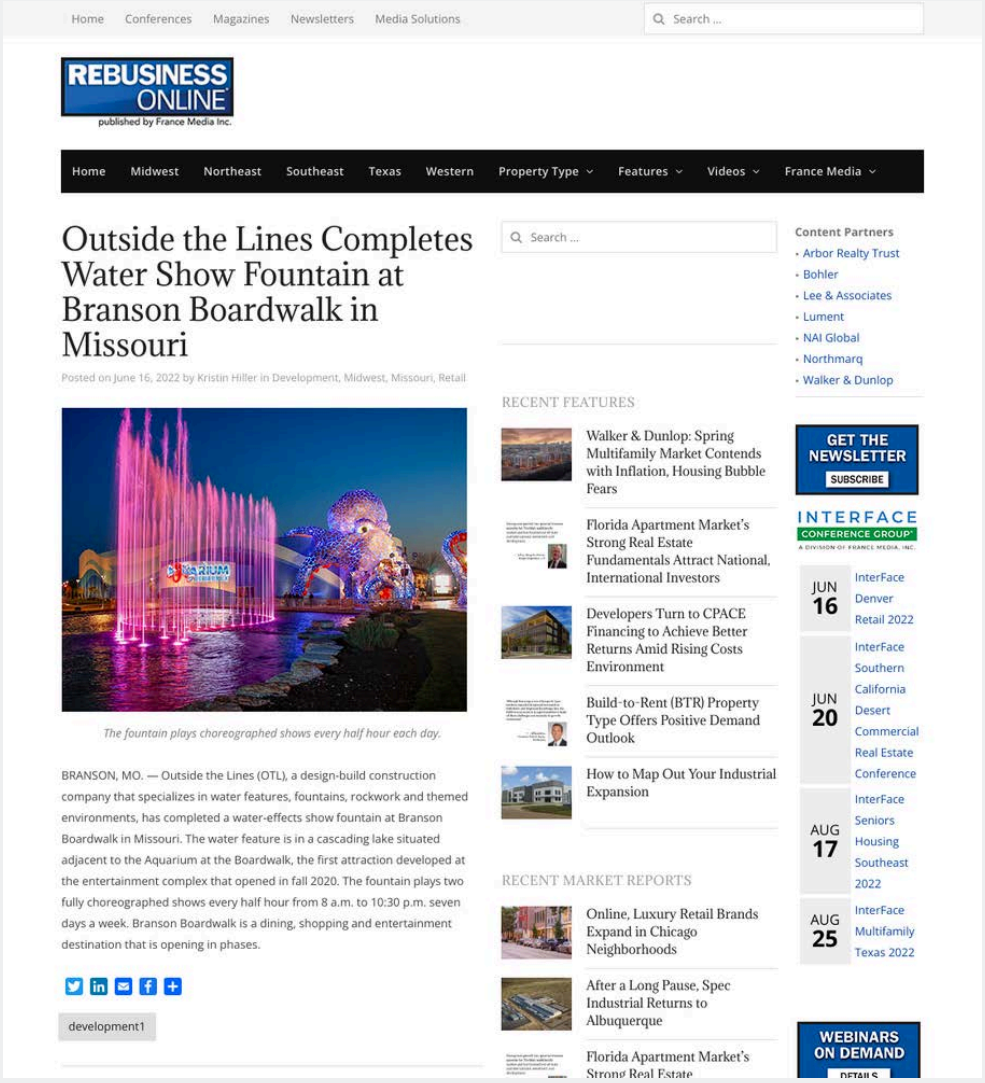

June 16, 2022 ONLINE

REBusiness Online (78-01178)

rebusinessonline.com/outside-the-lines-c...

Monthly Visits **5.25K**

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September 20, 2022

BLT Expands in SoCal With 7 Acquisitions Totaling $130M

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BLT Enterprises has acquired seven industrial and creative office properties in Los Angeles, Orange and San Diego Counties for a combined price of $130 million. The assets total nearly 270,000 square feet on more than 18 acres of land.

"These acquisitions are directly in line with our strategy of acquiring well-located properties that deliver value over a long hold period. Our grasp of the unique demands of today's office and industrial space positions us to continue growing and adapting with our tenants," said Rob Solomon, Chief Development and Legal Officer at BLT Enterprises.

The seven properties include a creative office building on Hawaii St. in El Segundo, CA; a 10,000-square-foot warehouse on Industry Ave. in Pico Rivera, CA; a 10,000-square-foot warehouse on Thornton Avenue in Burbank, CA; Two creative office buildings on Arizona Circle in Los Angeles; a 13,000-square-foot warehouse in Costa Mesa, CA and a 175,000-square-foot distribution facility (pictured) on Viper Way in Vista, CA.

September 20, 2022 ONLINE

Connect CRE California (61-01533)

connectcre.com/stories/blt-expands-in-so...

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KIMC Is Targeting These Two Unlikely Cities for Affordable Housing

San Francisco and Las Vegas are among the firm's top target markets for affordable housing investment this year.

By **Kelsi Maree Borland** | February 02, 2022 at 05:52 PM

Affordable housing investor Kairos Investment Management Company is taking a contrarian approach to investment in 2022. As part of that strategy, the firm is targeting two unlikely, San Francisco and Las Vegas, which Jonathan Needell, president and chief investment officer of the firm says fit the company's investment profile.

"We carefully research and consider market conditions to identify areas offering great potential for investment that are often overlooked or disregarded by other investors," Needell tells GlobeSt.com. "Our contrarian approach allows us to identify niche markets where we see growth opportunities, such as supply-constrained markets, markets with below-asking rental rates, or areas where vacancy rates are low but on the road to recovery."

February 02, 2022 ONLINE

Globe St. (10-01037)

globest.com/2022/02/02/kimc-is-targetin...

Monthly Visits **112K**

Monthly Visits

San Francisco and Las Vegas—two cities that aren't normally grouped together—fit that profile, says Needell. "Both of [the cities] have been negatively impacted by the pandemic," he explains.

San Francisco has already started its recovery cycle, with both apartment and office demand beginning to return in the second half of the year. "We believe it is destined to recover soon as the city known as an innovation hub," says Needell, describing the city's recovery as a rollercoaster. "Companies continue to safely bring back employees to the office and large-scale employers continue to set up offices in the Bay Area." Needell points to the example of Facebook parent Meta signing a 1 million-square-foot lease in the market in early December.

Similarly, Las Vegas also began its recovery in the second half of the year. "Visitor numbers are up 80% compared to spring of 2020 when the pandemic hit the hardest," says Needell. "With lower costs of living and a favorable tax environment for businesses, many tech companies have relocated to the Entertainment Capital of the World, further highlighting the market's strength and growth opportunities."

Last year, KIMC acquired 209th Street, a mixed-used asset in San Francisco, and Siena Townhomes, a multifamily property in Las Vegas. "Our recent loan originations and acquisitions show how we have continuously remained ahead of the game with our investments," says Needell.

The Registry

Bay Area real estate housing commercial retail San Francisco Oakland Silicon Valley Peninsula East Bay Northern California NorCal

THEREGISTRY
BAY AREA REAL ESTATE

Home > Commercial > KBS Expands Sustainability Initiatives, Hires New ESG Manager

Commercial | INDUSTRY news

KBS Expands Sustainability Initiatives, Hires New ESG Manager

June 1, 2022

By Catherine Sweeney

Now, more than ever, landlords are implementing new policies surrounding sustainability and equality to heighten tenant demand and improve property performance. As companies evolve to implement stronger environmental, social and governance (ESG) principles into everyday company functions, commercial real estate investment company KBS is also expanding into these areas. Recently, the Newport Beach–based company has expanded into this area, establishing a dedicated Green Team and appointing new ESG manager Apaulo Malloy. Recently, The Registry had the chance to speak with Malloy about the company, its sustainability initiatives and more.

Q: In general, can you tell me more about KBS and its long history in commercial real estate?

June 01, 2022 ONLINE

The Registry Bay Area Real Estate (56-01576)

news.theregistrysf.com/kbs-hires-expand...

Monthly Visits **7.65K**

Monthly Visits

A: KBS has been investing in commercial real estate for more than 30 years. The firm's longevity stems from its proactive approach to acquiring properties in markets that have strong potential for growth and office demand, such as Austin, Dallas and Nashville. Additionally, KBS strives to stay ahead of its competitors by researching amenities and implementing renovations that attract companies looking for the best office space for employees.

Q: How do ESG principles align with KBS' values?

A: KBS is committed to maintaining the highest ethical standards. This has helped guide our strategy since the company's inception and will continue to do so well into the future. We strongly value transparency and integrity in all that we do, and these two principles go hand-in-hand with social responsibility and governance. It is part of KBS' mission to provide sustainable spaces designed with tenant health and wellness in mind. We enjoy working alongside employers to help them best support their employees.

Q: What ESG practices does KBS look for in the communities it invests in?

A: When acquiring assets, we look at the location of each building and tailor amenities and features to meet the needs of our tenants in those areas, such as walkability and access to public transportation.

Q: How does KBS implement ESG practices within its own workplace?

A: We are continuously searching for new and innovative ways to optimize ESG benefits for our employees – which range from social activities like bike building for charitable organizations to giving seeds to employees during Earth Day to planning a beach cleanup day – all of which promote health and wellbeing, green principles and camaraderie among coworkers.

Q: What is your background with the company and how will these experiences help shape future ESG commitments?

A: I am working closely with executives to find and implement strong company policies, including operations, human resources, and security policies that further the company's ESG goals. In order to develop a cohesive ESG strategy for the company we are conducting a materiality assessment to identify sustainability trends and topics. My background will aid in ensuring that employees are committed and involved in the process.

Q: What commitments has the company already made?

A: In addition to sustainable beehive installations at eight of our properties, KBS also offers a variety of environmentally friendly amenities that are tailored to meet each building's needs. These features include EV car-charging stations, bike storage for commuters, full-height windows to maximize indoor lighting and reduce energy usage, and state-of-the-art fitness centers, which allow tenants to exercise right in the building instead of having to drive to a gym.

Q: The company recently achieved the UL Verified Healthy Building Mark for Indoor Air. Can you tell me more about the efforts the company took to achieve this status?

A: KBS is pleased that in less than a year the company was able to achieve the UL Healthy Building Mark for Indoor Air for more than 14 million square feet of Class A office space in our portfolio. The verification process consisted of desktop audits, on-site visits (including visual inspections and performance testing) and laboratory analysis to evaluate a range of building space conditions. In order to maintain the UL verification each property must go through additional testing twice a year.

Q: Looking ahead, what sustainability goals does the company have for the future?

A: Among other goals, we are looking into new technologies that can be integrated into our buildings, such as building apps and amenitized open spaces and lobbies that put our tenants' health and safety first and foremost.

Q: Is there anything else that I have not asked about that you would like to add?

A: I'm proud to be part of the company's all new Green Team. We have made great strides in a short amount of time, and we are excited to see how much more we can elevate the tenant experience using ESG data collection, management, ongoing performance reporting and by optimizing green building certifications.

TAGS KBS Newport Beach

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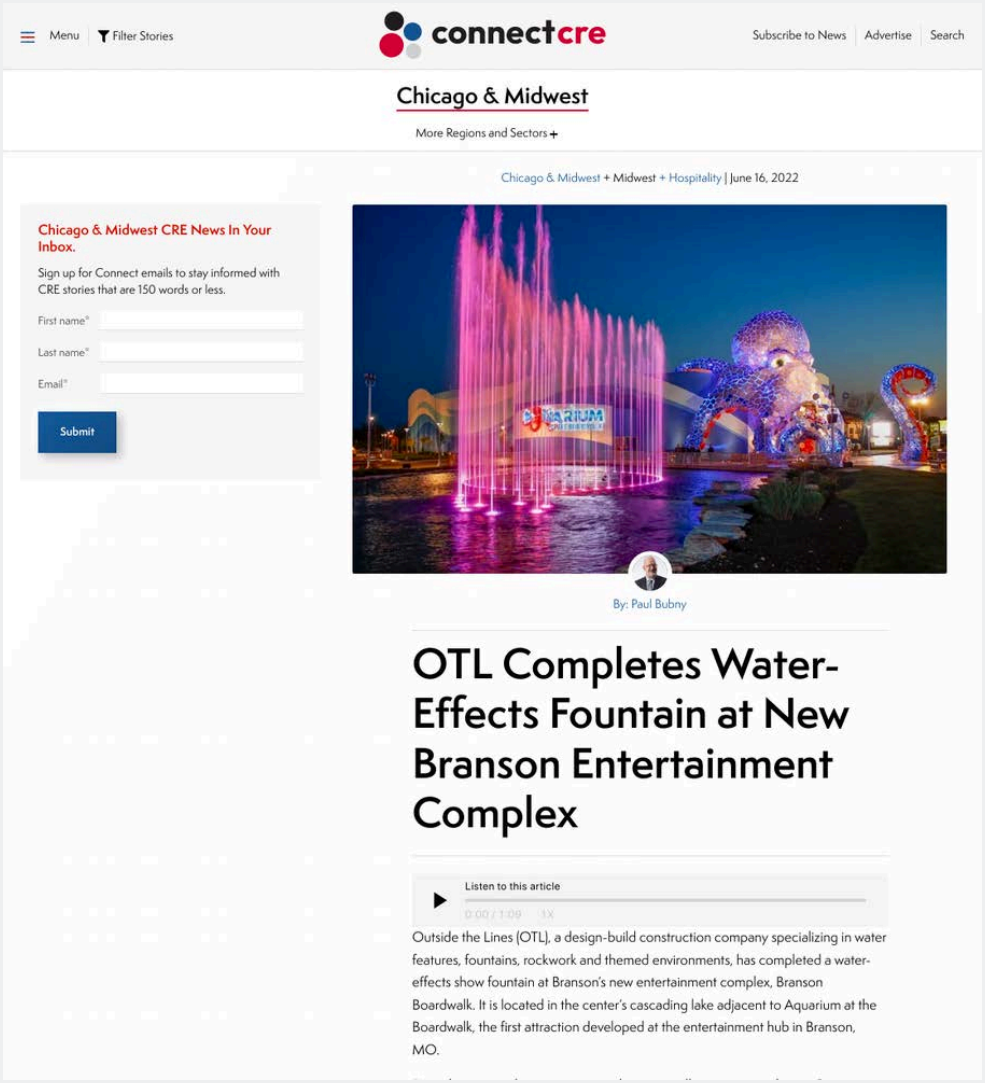

June 17, 2022 OTHER

Connect CRE Chicago & Midwest (78-01178)

connectcre.com/stories/otl-completes-wa...

Monthly Visits **55.4K**

Monthly Visits

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SOUTHERN CALIFORNIA REAL ESTATE

BLT Enterprises Acquires Seven Southern California Properties for $130MM

September 14, 2022

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September 14, 2022 ONLINE

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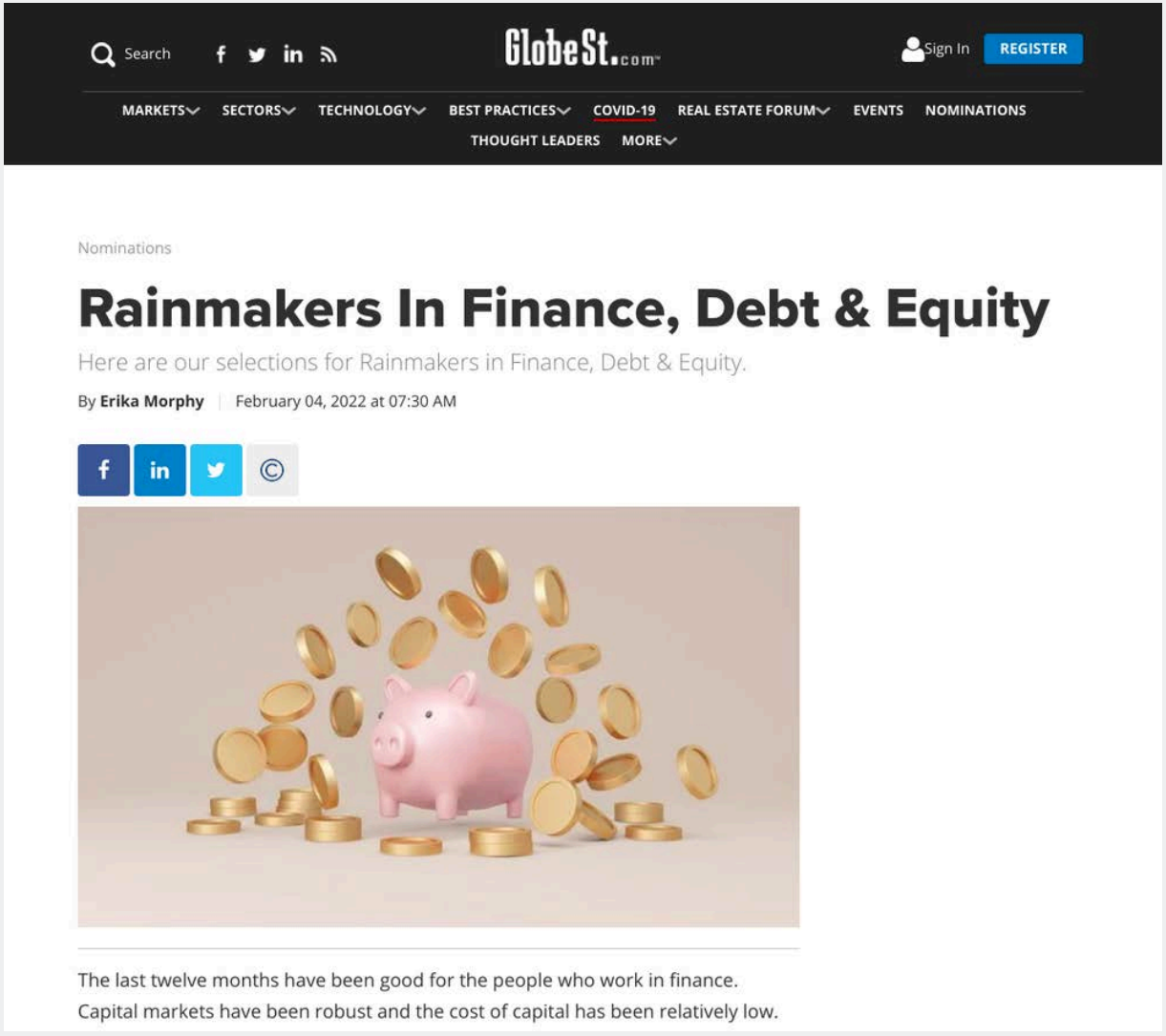

February 04, 2022 ONLINE

GlobeSt. (56-0989)

globest.com/2022/02/04/influencers-rain...

Monthly Visits **40.9K**

Monthly Visits

GlobeSt.com

Nominations

Rainmakers In Finance, Debt & Equity

Here are our selections for Rainmakers in Finance, Debt & Equity.

By **Erika Morphy** | February 04, 2022 at 07:30 AM

ROB DURAND Early in his career at KBS, Rob Durand was given a stuffed black swan by one of his managers. Although this gift was given in jest, he views it as a reminder to prepare for unforeseen twists that can arise in a transaction. As a result, Durand is proactive about possible unexpected hurdles in this business. He has been influential in helping KBS emerge from the pandemic, helping the firm stay ahead of the curve to position its properties for performance during the pandemic while hedging investors' concern for capital. As the EVP of finance at KBS, Durand is responsible for overseeing the internal financing team, developing lending relationships and negotiating the financing for all of the company's holdings. He also is a member of the firm's investment committee, where he uses his industry experience in the evaluation and approval of all new investment opportunities for KBS. Prior to joining the company, Durand was a VP in JP Morgan Real Estate's CMBS group and was responsible for the origination, structuring and negotiation of CMBS, construction, bridge and mezzanine loans. He also spent more than 10 years at Babson Capital Management, a subsidiary of Massachusetts Mutual Life Insurance Co., most recently as a managing director charged with sourcing, underwriting and closing commercial real estate loans. Durand's transaction experience totals more than $17 billion and includes office, industrial, retail, multifamily and hotel properties, fixed- and floating-rate loan structures, first trust deed, mezzanine/structured finance, bridge loans and large portfolio financings. Durand also serves as the assistant vice chair on ULI's capital markets finance council, where he regularly meets with other Orange County/Inland Empire capital markets council members to address greater finance issues in commercial real estate.

REBusiness Online

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REBUSINESS ONLINE
published by France Media Inc.

BLT Enterprises Expands California Holdings with Seven-Building Acquisition for $130M

September 23, 2022

SANTA MONICA, CALIF. — Santa Monica-based-BLT Enterprises has purchased seven industrial and creative office properties throughout Los Angeles County, Orange County and San Diego County, Calif., for a total of $130 million.

The acquisitions total nearly 270,000 square feet of buildings on more than 18 acres of land. Names of the sellers were not released.

The properties include:

- A 49,307-square-foot creative office building located at 621 Hawaii St. in El Segundo and fully leased to Nexon America Inc., South Korea's largest video game developer.
- A 10,400-square-foot warehouse at 7748 Industry Ave. in Pico Rivera.
- A 10,246-square-foot warehouse at 2901 Thornton Ave. in Burbank, which is fully leased to Reno Hardware.
- A 6,900-square-foot creative office building at 6368 Arizona Circle and an 8,100-square-foot creative office building, both in Los Angeles.
- A 12,620-square-foot warehouse located at 3539 Howard Way in Costa Mesa.
- A 175,000-square-foot distribution facility on 11.1 acres at 1 Viper Way in Vista.

September 23, 2022 ONLINE

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rebusinessonline.com/blt-enterprises-exp...

Monthly Visits **65.4K**

Monthly Visits

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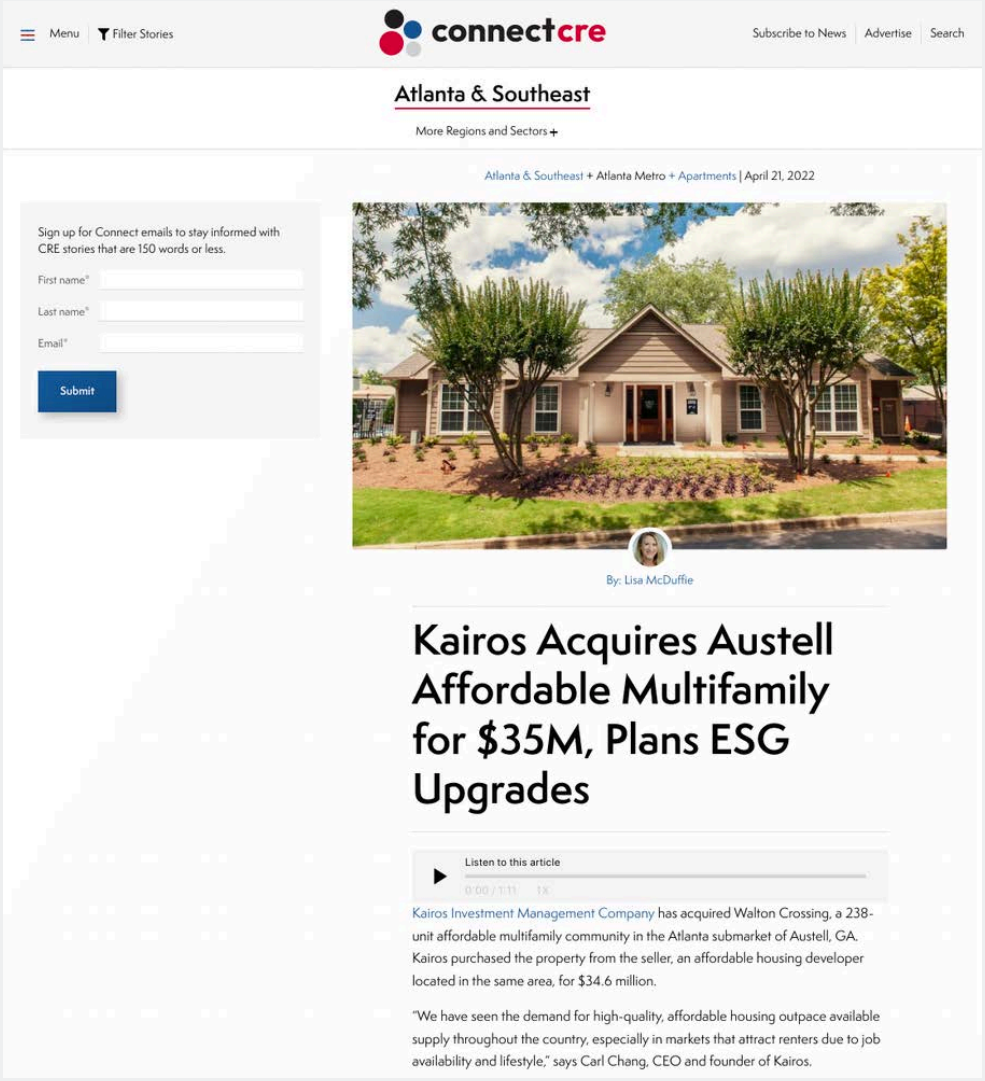
ConnectCRE brings you the latest commercial real estate news and analysis of current markets so you can stay informed. Visit Our Site



April 21, 2022 ONLINE

Connect CRE (10-01330)

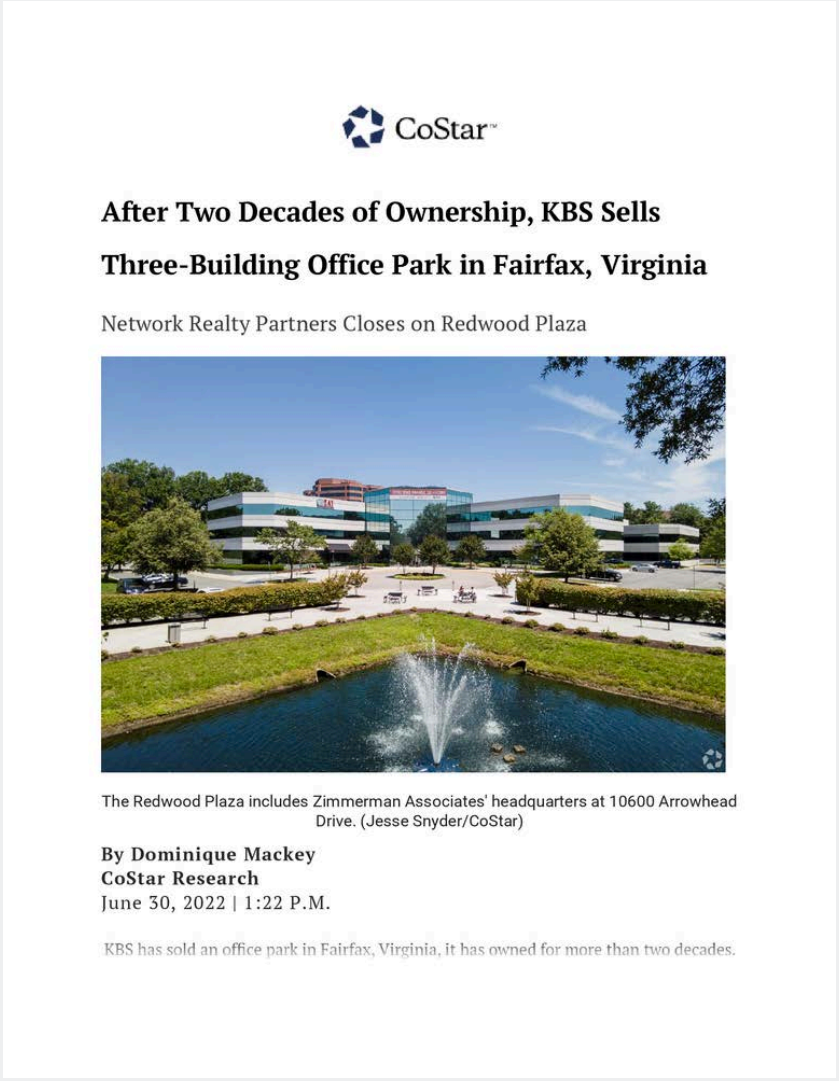
connectcre.com/stories/kairos-acquires-a...

Monthly Visits **49.9K**

Monthly Visits

CoStar

CoStar, the world leader in commercial real estate information, has the most comprehensive database of real estate data throughout the US, Canada, UK and...



CoStar™

After Two Decades of Ownership, KBS Sells Three-Building Office Park in Fairfax, Virginia

Network Realty Partners Closes on Redwood Plaza

The Redwood Plaza includes Zimmerman Associates' headquarters at 10600 Arrowhead Drive. (Jesse Snyder/CoStar)

By Dominique Mackey
CoStar Research
June 30, 2022 | 1:22 P.M.

KBS has sold an office park in Fairfax, Virginia, it has owned for more than two decades.

June 30, 2022 ONLINE

CoStar (56-01801)

costar.com/article/129577318/after-two-de...

Monthly Visits **374K**

Monthly Visits

Yield PRO

PRO is multihousing news and strategy for owners and operators seeking to increase their asset value through streamlined processes and best practices.

YIELD PRO

Kairos Investment Management Company acquires 238-unit affordable multifamily property in competitive market of Northern Georgia for $34.6 million

The property is located near downtown Atlanta, offering residents convenient access to major employers, vibrant city life, and entertainment options

February 17, 2022

Kairos Investment Management Company acquired Walton Crossing, a 238-unit affordable multifamily community in Atlanta, Georgia.

February 17, 2022 ONLINE

Yield Pro (10-01330)

yieldpro.com/2022/02/kairos-investment-...

Monthly Visits **40K**

Monthly Visits

Kairos Investment Management Company (KIMC), a firm that focuses on value-based real estate investments with favorable risk/reward characteristics, has acquired Walton Crossing, a 238-unit affordable multifamily community in the Atlanta metropolitan area of Austell, Georgia. Kairos purchased the property from the seller, an affordable housing developer located in the same area, for $34.6 million.

"We have seen the demand for high-quality, affordable housing outpace available supply throughout the country, especially in markets that attract renters due to job availability and lifestyle," says Carl Chang, CEO and Founder of Kairos. "As a company that actively takes a proactive approach to asset management, our team is adept at identifying properties that can benefit from our value-add strategy and enhance the lifestyle of present and future renters."

Built in 1990, Walton Crossing is nestled in the desirable Austell submarket of Atlanta and situated on 20.07 acres. Located approximately 15 miles from downtown Atlanta, the multifamily community is well within a 35-minute drive from the historic city which offers residents a myriad of employment opportunities and well-known attractions.

"We find the location of this property compelling for our firm as we target stable cash-flowing properties in strong secondary markets that offer low vacancy rates and above average population growth while being conveniently situated near major employers," adds Chang. "Walton Crossing aligns perfectly with Kairos' impact strategy for affordable housing communities near urban areas like downtown Atlanta, which are predicted to see a growth in the multifamily, retail, office, and restaurant sectors in 2022."

As part of Kairos' impact strategy, the firm will deploy ESG programs which will help conserve water and further the company's sustainability efforts and social programs which are tailored to the needs of the residents.

Walton Crossing offers an appealing mix of one-, two-, and three-bedroom units, to which the firm plans to install washers and dryers for tenants' convenience. The majority of the units are income and rent restricted to 60 percent of the area's median income, which aligns with the firm's mission to make affordable housing more accessible and positively impact residents' quality of life.

The apartment community also offers desirable interior amenities, such as fireplaces, extra storage space and a balcony or patio area, in addition to walk-in closets, energy-efficient kitchen appliances, and air conditioning units. Common area amenities are composed of a community pool, private fitness center, spacious playground, tennis & sport court, gazebo, and an adventure center with a kitchen, classrooms, and community space. The adventure center also offers a bonus amenity of a complimentary after-school enrichment programs for children of

The Mogharebi Group brokers sale of 108-unit multifamily community in Palm...
February 17, 2022

Rents up in January
February 16, 2022

NAHB Power Hitters with Sanford Steinberg
February 16, 2022

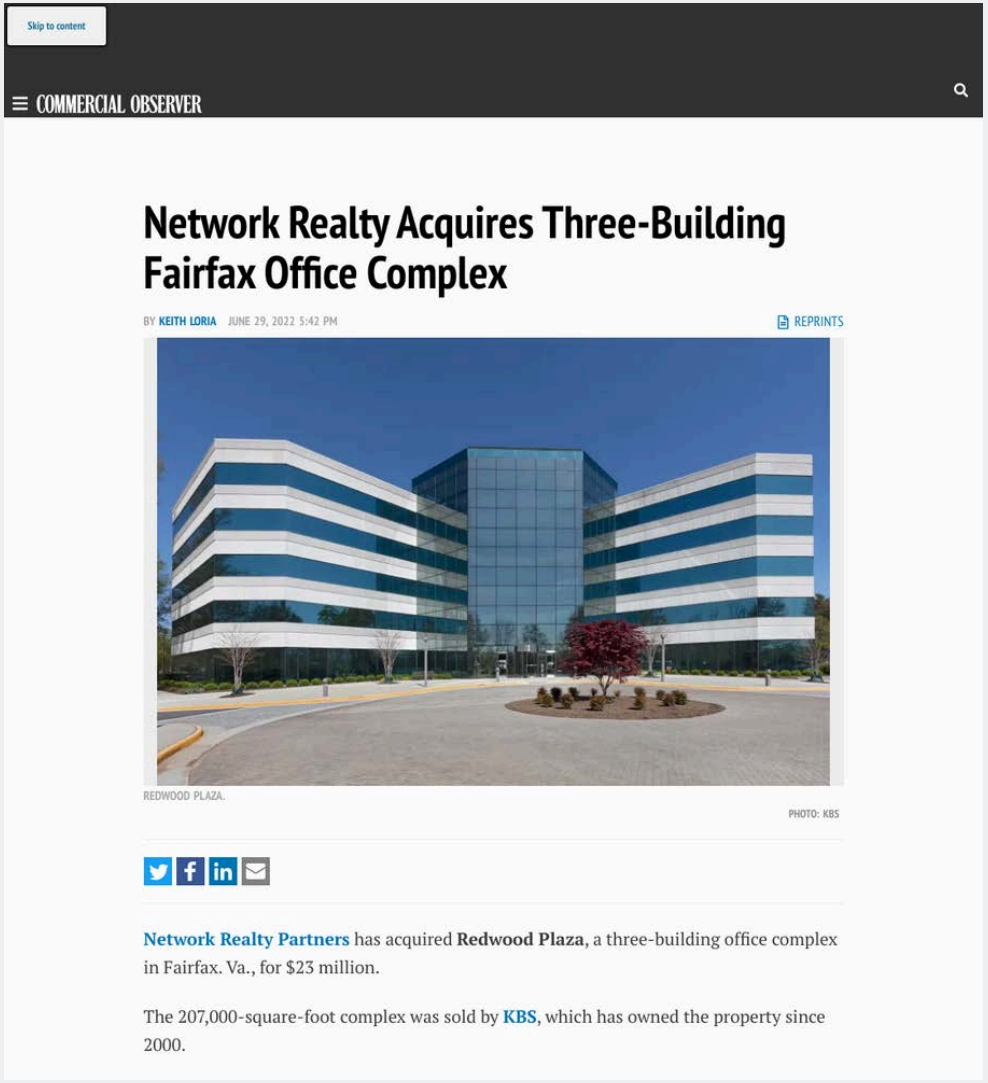
Intercontinental Real Estate Corporation and MG Properties acquire multifamily community in...
February 16, 2022

Industry links

- Apartment Internet Marketing Conf
- Institute of Real Estate Management
- Mortgage Bankers Association
- National Apartment Association
- National Association of Home Builders
- National Multi Housing Council
- PCBC Multifamily Trends Conference
- U.S. Green Building Council
- Urban Land Institute

Commercial Observer

For real estate trends & commercial real estate news, Commercial Observer has the latest on leases, financing, sales, construction, architecture, & design.



Skip to content

COMMERCIAL OBSERVER

Network Realty Acquires Three-Building Fairfax Office Complex

BY KEITH LORIA JUNE 29, 2022 5:42 PM REPRINTS

REDWOOD PLAZA.

PHOTO: KBS

Network Realty Partners has acquired **Redwood Plaza**, a three-building office complex in Fairfax. Va., for $23 million.

The 207,000-square-foot complex was sold by **KBS**, which has owned the property since 2000.

June 29, 2022 ONLINE

Commercial Observer (56-01801)

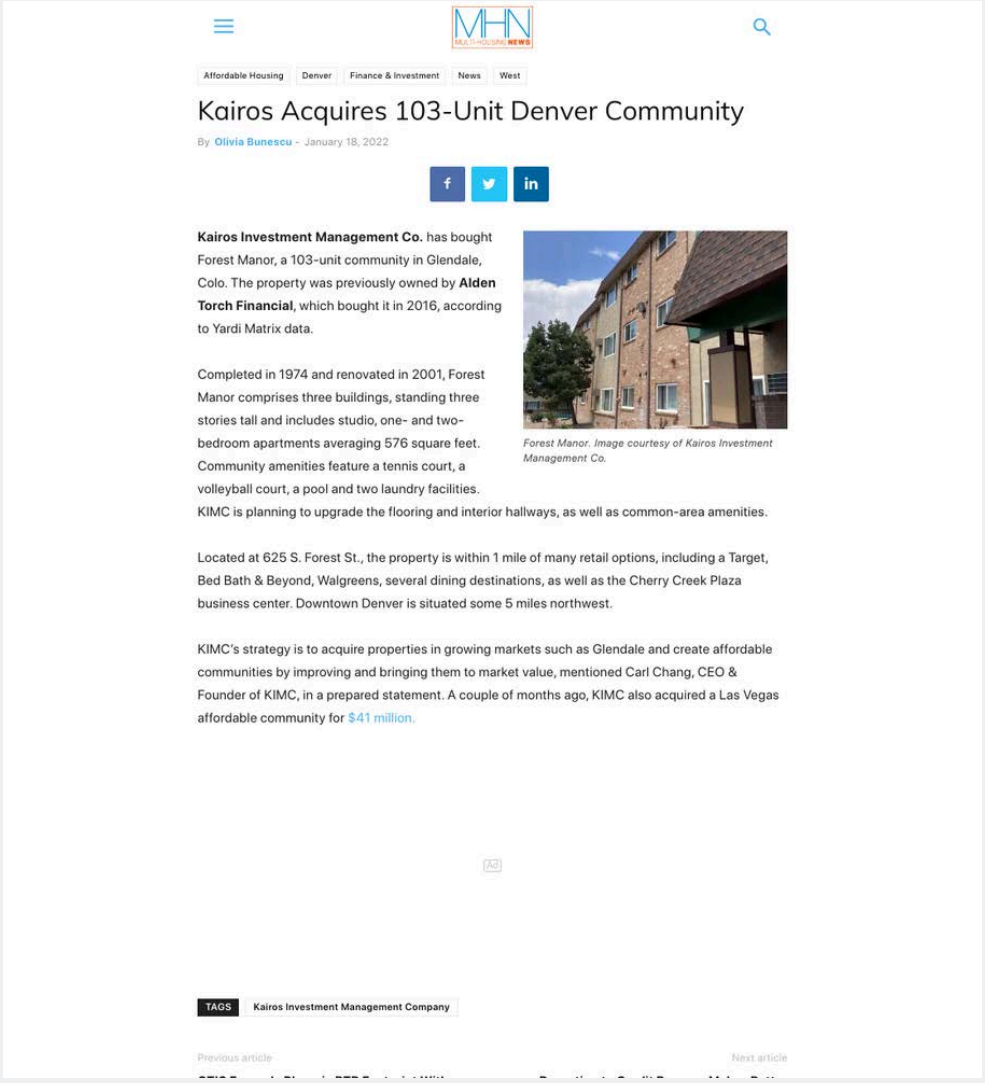
commercialobserver.com/2022/06/netwo...

Monthly Visits **26.1K**

Monthly Visits

Multi-Housing News

Find the latest multifamily housing news, market reports, interviews, rankings and analyses.



Affordable Housing | Denver | Finance & Investment | News | West

Kairos Acquires 103-Unit Denver Community

By Olivia Bunescu - January 18, 2022

Kairos Investment Management Co. has bought Forest Manor, a 103-unit community in Glendale, Colo. The property was previously owned by **Alden Torch Financial**, which bought it in 2016, according to Yardi Matrix data.

Forest Manor. Image courtesy of Kairos Investment Management Co.

Completed in 1974 and renovated in 2001, Forest Manor comprises three buildings, standing three stories tall and includes studio, one- and two-bedroom apartments averaging 576 square feet. Community amenities feature a tennis court, a volleyball court, a pool and two laundry facilities. KIMC is planning to upgrade the flooring and interior hallways, as well as common-area amenities.

Located at 625 S. Forest St., the property is within 1 mile of many retail options, including a Target, Bed Bath & Beyond, Walgreens, several dining destinations, as well as the Cherry Creek Plaza business center. Downtown Denver is situated some 5 miles northwest.

KIMC's strategy is to acquire properties in growing markets such as Glendale and create affordable communities by improving and bringing them to market value, mentioned Carl Chang, CEO & Founder of KIMC, in a prepared statement. A couple of months ago, KIMC also acquired a Las Vegas affordable community for $41 million.

TAGS Kairos Investment Management Company

Previous article Next article

January 18, 2022 ONLINE

Multifamily Real Estate News (10-01044)

multihousingnews.com/kairos-acquires-10...

Monthly Visits **96.2K**

Monthly Visits

Orange County Register

OCRegister.com covers local news in Orange County, CA, California and national news, sports, things to do and the best places to eat, business and the Orange County...

THE ORANGE COUNTY REGISTER

NEWS › HOUSING • News

Anaheim-based Outside the Lines is creating a sculptural water feature installation near Dallas at Trinity Mills Station. (Courtesy of OTL)

OTL begins work on Dallas water feature

By SAMANTHA GOWEN | sgowen@scng.com | Orange County Register
PUBLISHED: April 29, 2022 at 9:11 a.m. | UPDATED: April 29, 2022 at 9:12 a.m.

Anaheim-based Outside the Lines is creating a sculptural water feature installation near Dallas at Trinity Mills Station.

The mixed-use development by KOA Partners and The Integral Group is being constructed in a partnership with the city of Carrollton and Dallas Area Rapid Transit.

"The Trinity Mills Station development revolves around a central esplanade, which was always planned to include a water feature," says J. Wickham Zimmerman, OTL's chief executive officer. "As the design phase was wrapping up, the city and developers felt that something was missing from the space; a typical water feature was not a bold enough gesture."

April 29, 2022 ONLINE

The Orange County Register (78-01369)

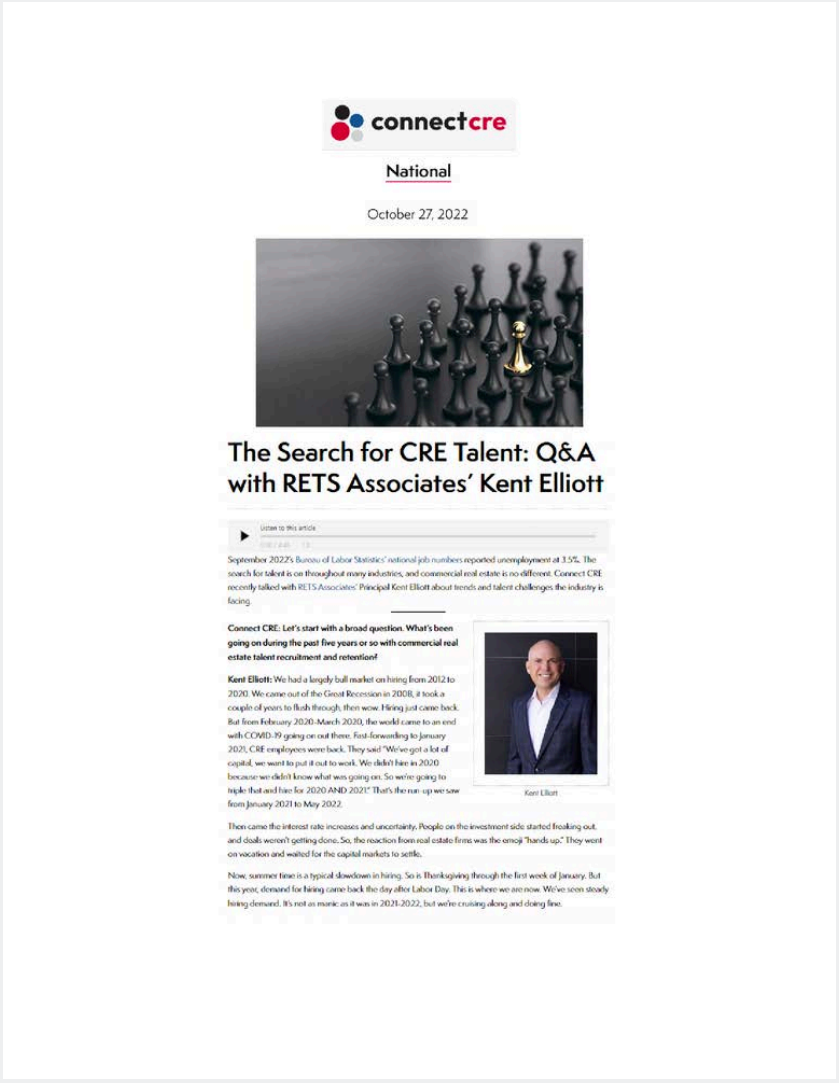
ocregister.com/2022/04/29/real-estate-n...

Monthly Visits **2.09M**

Monthly Visits

The Orange County company, which specializes in water features, fountains, rockwork and themed environments, said the art project will have a series of “semaphore signals re-interpreted as sculptures and programmed to rotate sequentially, creating an ever-changing series of waves.”

Connect CRE National


connectcre

National

October 27, 2022

The Search for CRE Talent: Q&A with RETS Associates' Kent Elliott

Listen to this article

September 2022's Bureau of Labor Statistics' national job numbers reported unemployment at 3.5%. The search for talent is on throughout many industries, and commercial real estate is no different. Connect CRE recently talked with RETS Associates' Principal Kent Elliott about trends and talent challenges the industry is facing.

Connect CRE: Let's start with a broad question. What's been going on during the past five years or so with commercial real estate talent recruitment and retention?

Kent Elliott

Kent Elliott: We had a largely bull market on hiring from 2012 to 2020. We came out of the Great Recession in 2008, it took a couple of years to flush through, then wow. Hiring just came back. But from February 2020-March 2020, the world came to an end with COVID-19 going on out there. Fast-forwarding to January 2021, CRE employees were back. They said "We've got a lot of capital, we want to put it out to work. We didn't hire in 2020 because we didn't know what was going on. So we're going to triple that and hire for 2020 AND 2021." That's the run up we saw from January 2021 to May 2022.

Then came the interest rate increases and uncertainty. People on the investment side started freaking out, and deals weren't getting done. So, the reaction from real estate firms was the emoji "hands up." They went on vacation and waited for the capital markets to settle.

Now, summer time is a typical slowdown in hiring. So is Thanksgiving through the first week of January. But this year, demand for hiring came back the day after Labor Day. This is where we are now. We've seen steady hiring demand. It's not as manic as it was in 2021-2022, but we're cruising along and doing fine.

October 27, 2022 ONLINE

Connect CRE National (81-000)

connectcre.com/stories/the-search-for-cr...

Monthly Visits **45.9K**

Monthly Visits

Connect CRE California

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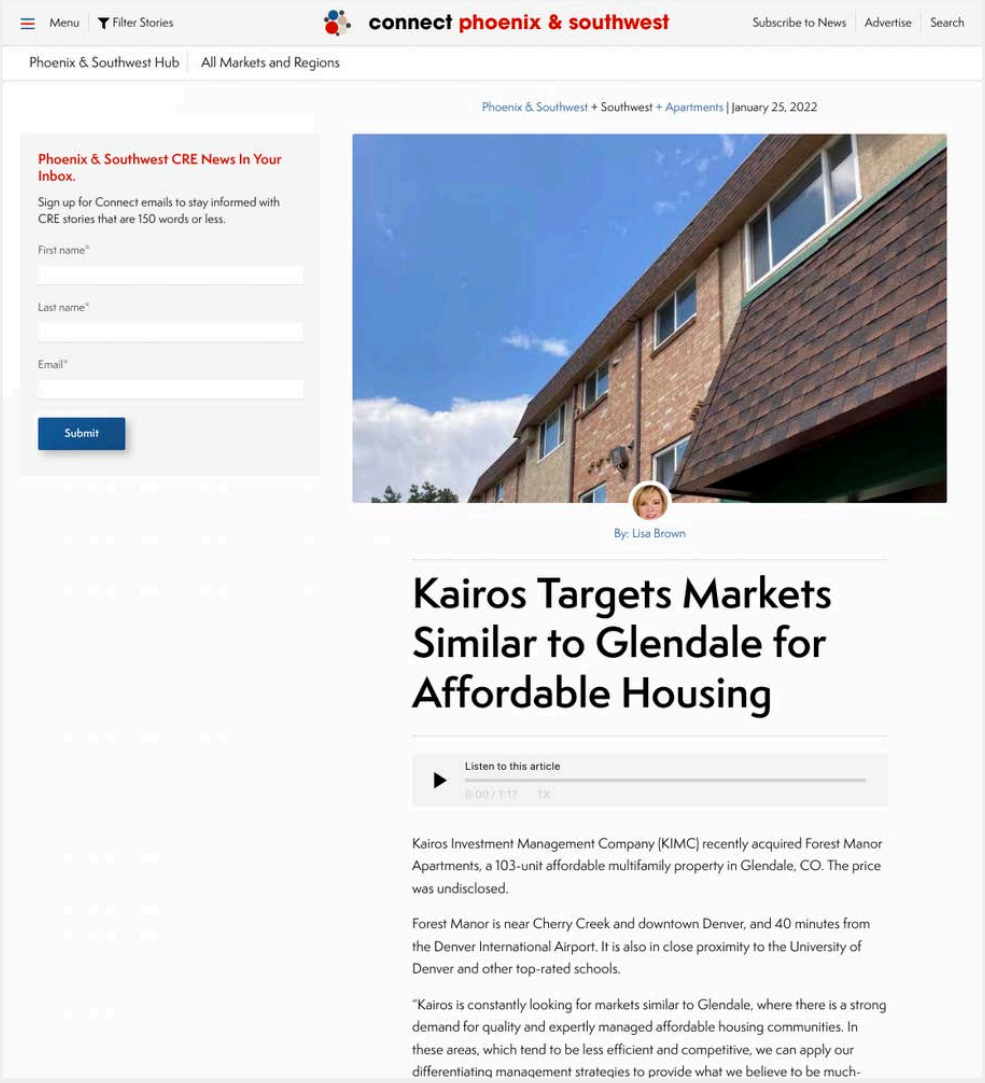

January 25, 2022 ONLINE

ConnectCRE (10-01044)

connectcre.com/stories/kairos-targets-ma...

Monthly Visits **121K**

Monthly Visits

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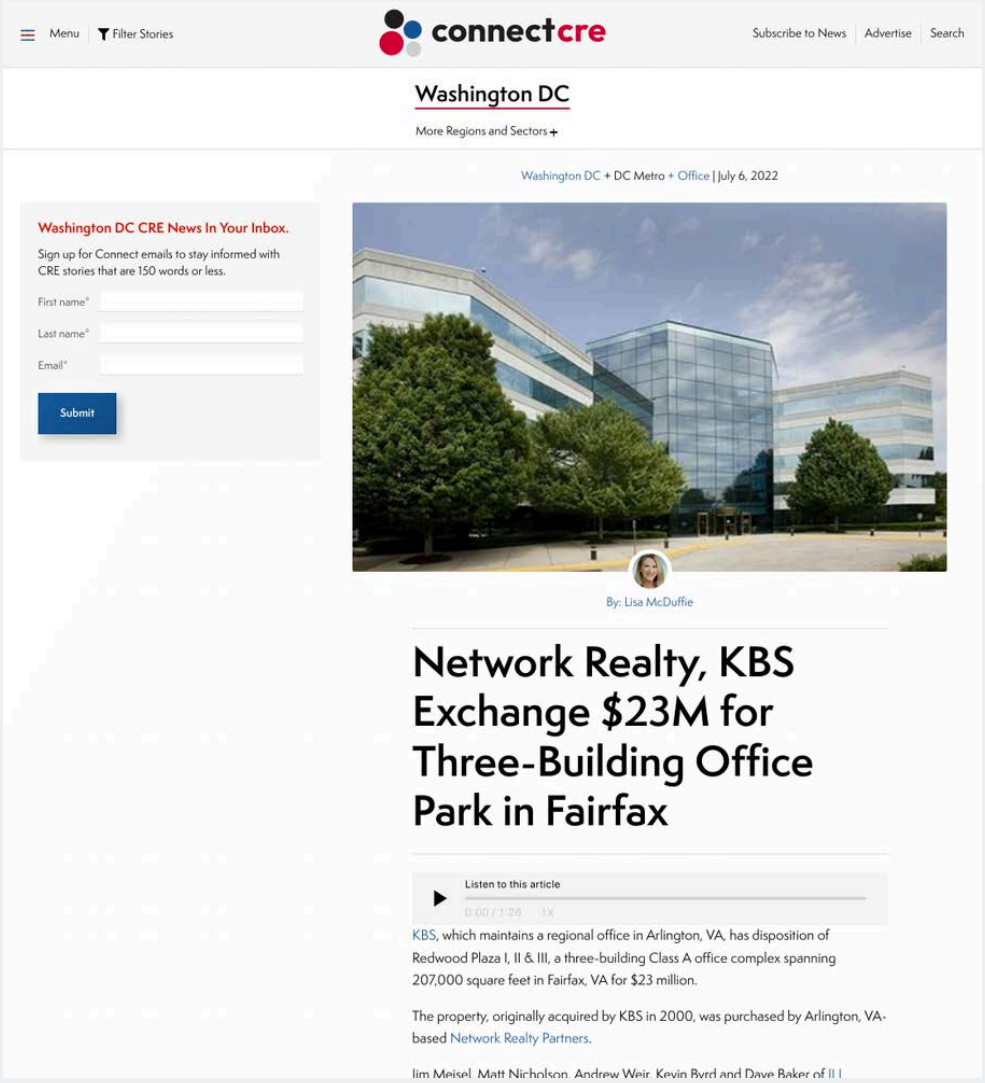

July 06, 2022 ONLINE

Connect CRE Washington DC (56-01801)

connectcre.com/stories/network-realty-kb...

Monthly Visits **45.9K**

Monthly Visits

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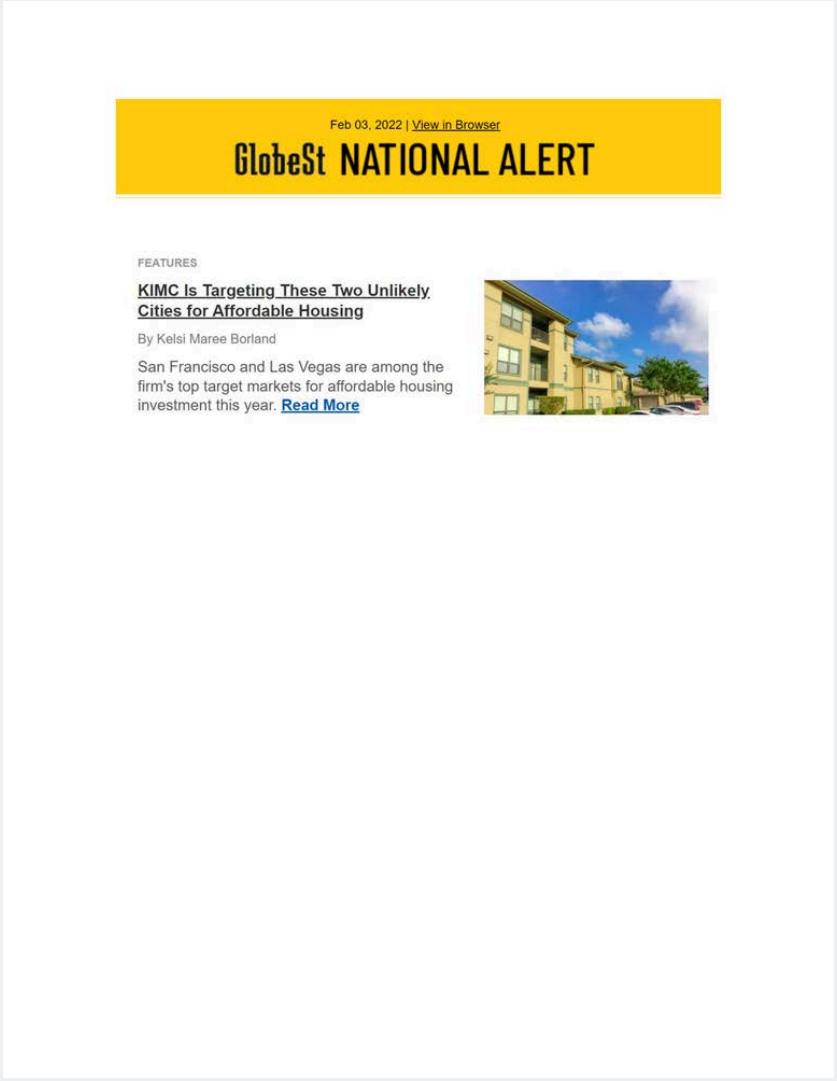

Feb 03, 2022 | View in Browser

GlobeSt NATIONAL ALERT

FEATURES

KIMC Is Targeting These Two Unlikely Cities for Affordable Housing

By Kelsi Maree Borland

San Francisco and Las Vegas are among the firm's top target markets for affordable housing investment this year. Read More

February 03, 2022 ONLINE

Globe St. National Newsletter (10-0986)

link.globest.com/view/603d61d405c2325...

Monthly Visits **112K**

Monthly Visits

Feb 03, 2022 | View in Browser

GlobeSt NATIONAL ALERT

NEWS

Carlyle Global Credit to Acquire $3B Net Lease Business from iStar

By Paul Bergeron

Carlyle expects to scale its net lease strategy into a $10 billion business with scope for a future retail platform. **Read More**

ANALYSIS

These are the Asset Classes Most Resistant to Inflation

By Lynn Pollack

With the ability to change rates every day, hotels are most resistant to inflation. **Read More**

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Think And Grow Rich Book Summary - Limited Time Offer

The author's philosophy can help just about anyone succeed in their professional life, achieve their aspirations, and attract success in their life, but it's definitely a must-read for investors and entrepreneurs. **READ MORE**

ANALYSIS

Gateway Cities That Lead in Innovation Expected to Make a Comeback This Year

By Jack Rogers

A JLL report ranking cities with best innovation and talent ecosystems says "holistic" mixed-use projects, inclusive... **Read More**

ANALYSIS

New Construction Has Been 'Underwhelming'

REBusiness Online

REBusinessOnline delivers commercial real estate news to you daily. Covering industrial, multifamily, office, retail real estate and more.

REBUSINESS ONLINE
published by France Media Inc.

Kairos Investment Buys 103-Unit Forest Manor Apartments in Glendale, Colorado

Posted on January 14, 2022 by Amy Works in Acquisitions, Affordable Housing, Colorado, Multifamily, Western

Located in Glendale, Colo., Forest Manor Apartments features 103 apartments, a swimming pool and laundry facilities. (Image courtesy of Kairos Investment Management Co.)

GLENDALE, COLO. — Kairos Investment Management Co. has acquired Forest Manor Apartments, an affordable multifamily property located at 625 S. Forest St. in Glendale. Terms of the transaction were not released.

Built in 1974, Forest Manor features 103 apartments in a mix of a single studio, 74 one-bedroom and 28 two-bedroom units with air conditioning, carpeted floors and spacious closets. The property was last renovated in 2001. Community amenities include a swimming pool and laundry facilities. Kairos plans to renovate the asset by implementing interior and exterior upgrades, including interior repairs and upgrades to units, new flooring for interior hallways, exterior roof repairs, pool renovation and common-area amenities.

January 14, 2022 ONLINE

REBusinessOnline (10-01044)

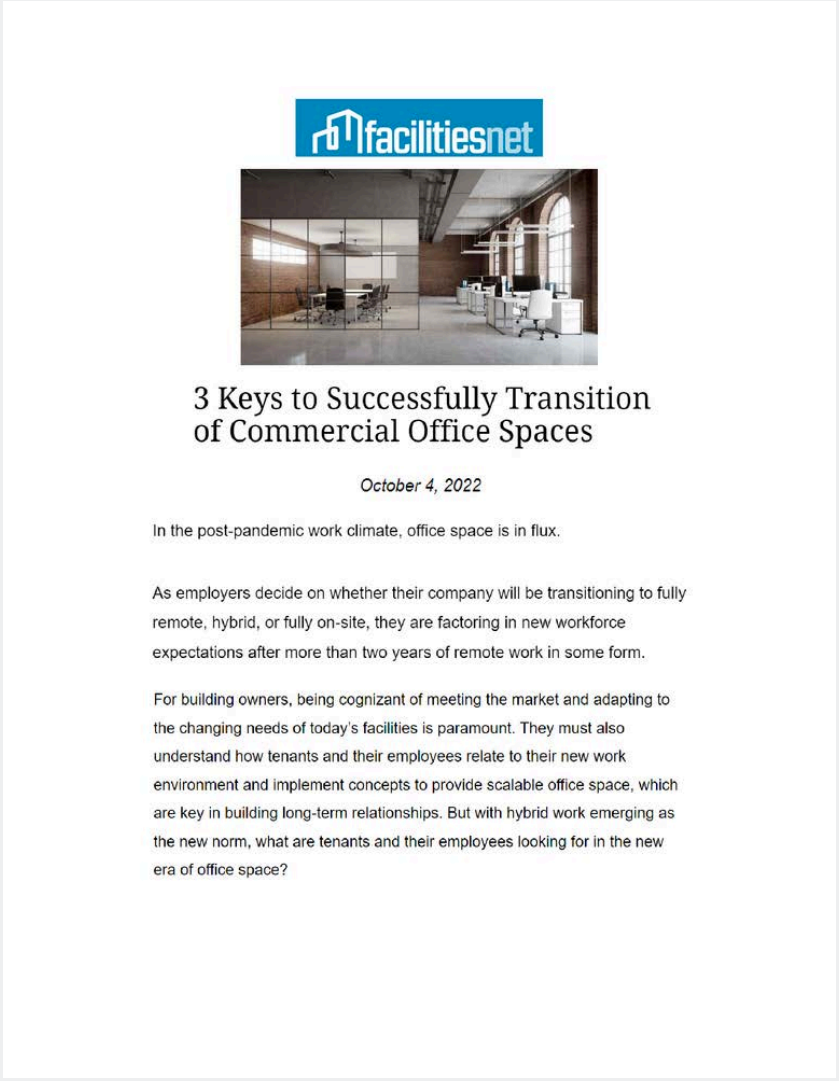
rebusinessonline.com/kairos-investment-...

Monthly Visits **294K**

Monthly Visits

FacilitiesNet

The site about facility and maintenance management providing cost saving insights, product research, education, salary information, job postings, discussions and editorial...



facilitiesnet

3 Keys to Successfully Transition of Commercial Office Spaces

October 4, 2022

In the post-pandemic work climate, office space is in flux.

As employers decide on whether their company will be transitioning to fully remote, hybrid, or fully on-site, they are factoring in new workforce expectations after more than two years of remote work in some form.

For building owners, being cognizant of meeting the market and adapting to the changing needs of today's facilities is paramount. They must also understand how tenants and their employees relate to their new work environment and implement concepts to provide scalable office space, which are key in building long-term relationships. But with hybrid work emerging as the new norm, what are tenants and their employees looking for in the new era of office space?

October 04, 2022 ONLINE

FacilitiesNet (61-02012)

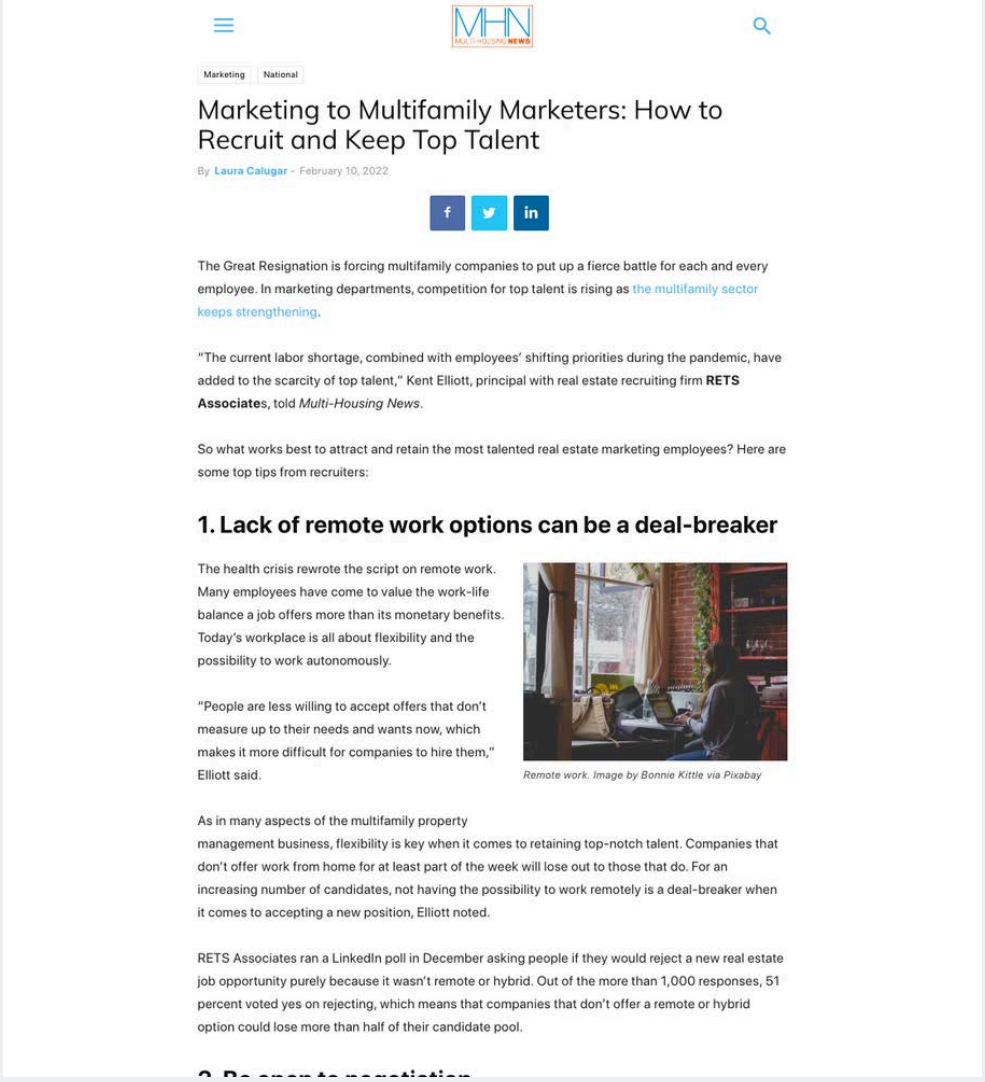
facilitiesnet.com/commercialofficefacilitie...

Monthly Visits **105K**

Monthly Visits

Multi-Housing News

Find the latest multifamily housing news, market reports, interviews, rankings and analyses.



Marketing National

Marketing to Multifamily Marketers: How to Recruit and Keep Top Talent

By Laura Calugar - February 10, 2022

The Great Resignation is forcing multifamily companies to put up a fierce battle for each and every employee. In marketing departments, competition for top talent is rising as the multifamily sector keeps strengthening.

"The current labor shortage, combined with employees' shifting priorities during the pandemic, have added to the scarcity of top talent," Kent Elliott, principal with real estate recruiting firm **RETS Associate**s, told *Multi-Housing News*.

So what works best to attract and retain the most talented real estate marketing employees? Here are some top tips from recruiters:

1. Lack of remote work options can be a deal-breaker

The health crisis rewrote the script on remote work. Many employees have come to value the work-life balance a job offers more than its monetary benefits. Today's workplace is all about flexibility and the possibility to work autonomously.

"People are less willing to accept offers that don't measure up to their needs and wants now, which makes it more difficult for companies to hire them," Elliott said.

Remote work. Image by Bonnie Kittle via Pixabay

As in many aspects of the multifamily property management business, flexibility is key when it comes to retaining top-notch talent. Companies that don't offer work from home for at least part of the week will lose out to those that do. For an increasing number of candidates, not having the possibility to work remotely is a deal-breaker when it comes to accepting a new position, Elliott noted.

RETS Associates ran a LinkedIn poll in December asking people if they would reject a new real estate job opportunity purely because it wasn't remote or hybrid. Out of the more than 1,000 responses, 51 percent voted yes on rejecting, which means that companies that don't offer a remote or hybrid option could lose more than half of their candidate pool.

February 10, 2022 ONLINE

Multi-Housing News (81-01372)

multihousingnews.com/marketing-to-mult...

Monthly Visits **96.2K**

Monthly Visits

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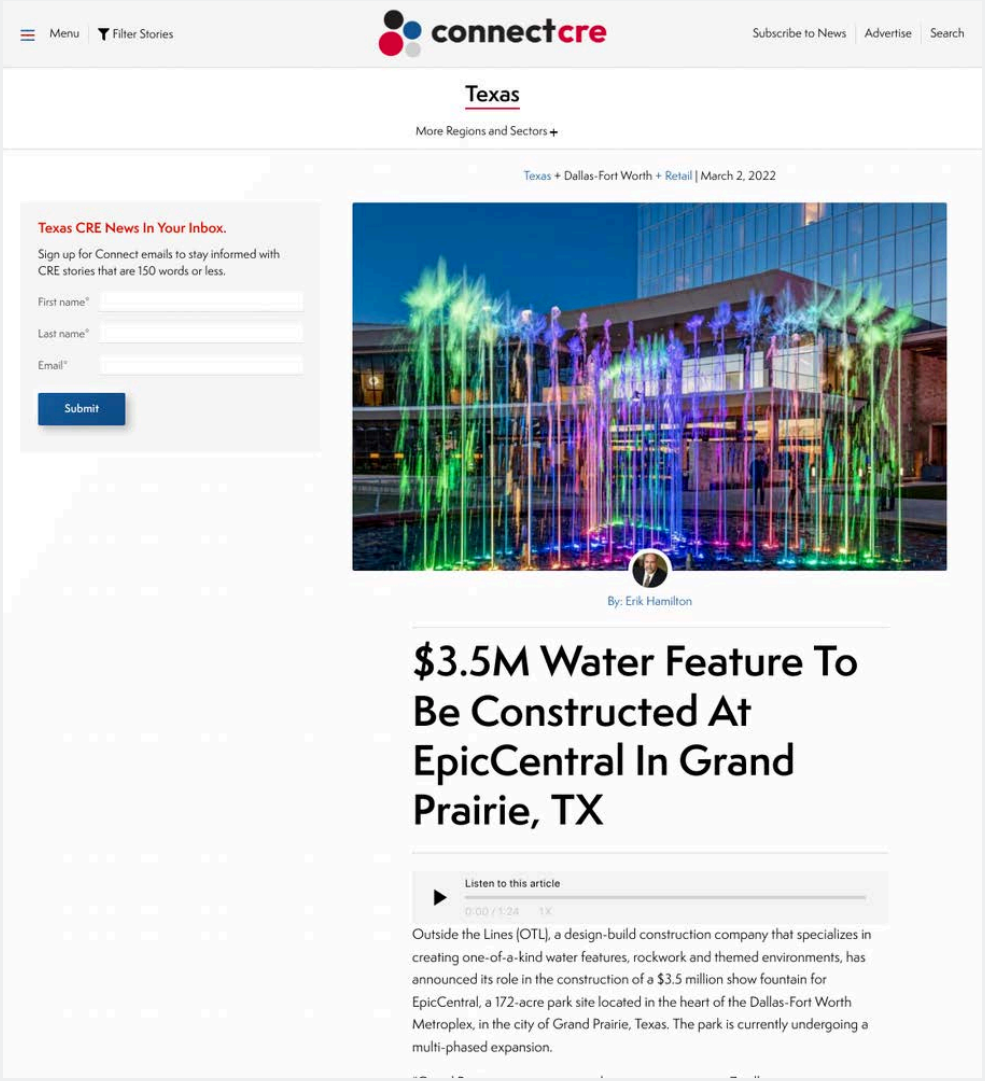

March 02, 2022 ONLINE

Connect CRE Texas (78-0691)

connectcre.com/stories/3-5m-water-featu...

Monthly Visits **40K**

Monthly Visits

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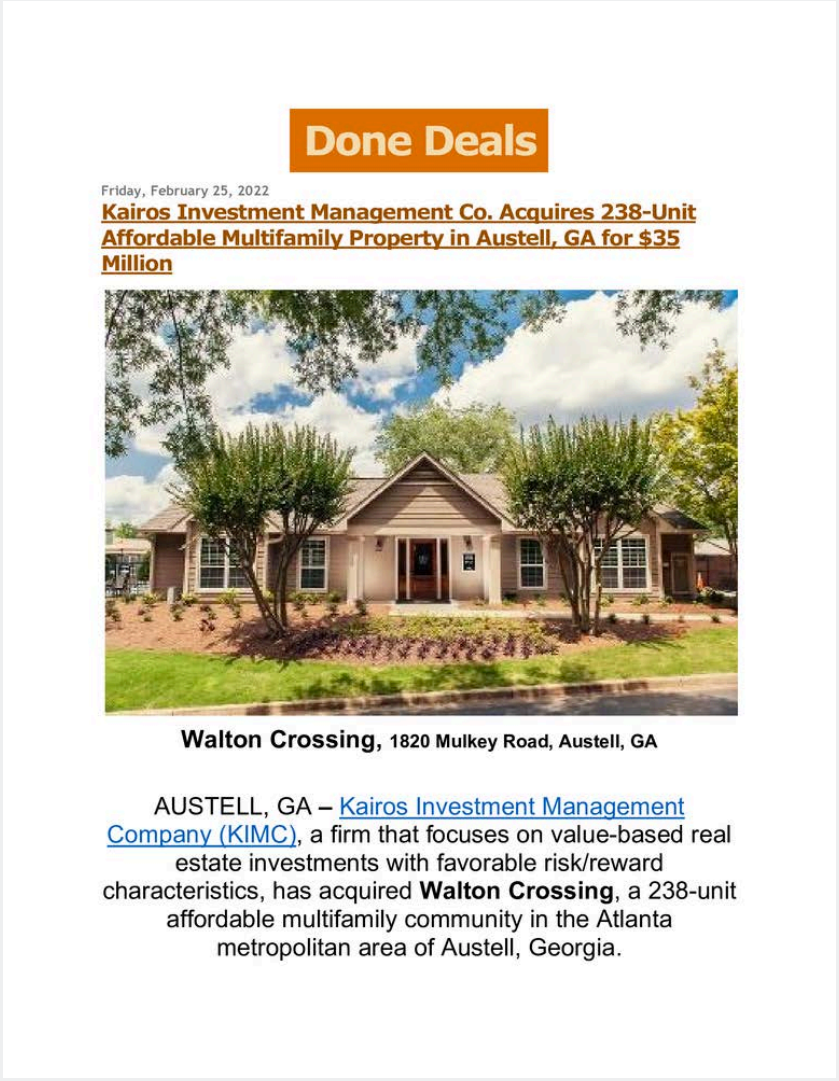

Done Deals

Friday, February 25, 2022

Kairos Investment Management Co. Acquires 238-Unit Affordable Multifamily Property in Austell, GA for $35 Million

Walton Crossing, 1820 Mulkey Road, Austell, GA

AUSTELL, GA – Kairos Investment Management Company (KIMC), a firm that focuses on value-based real estate investments with favorable risk/reward characteristics, has acquired **Walton Crossing**, a 238-unit affordable multifamily community in the Atlanta metropolitan area of Austell, Georgia.

February 25, 2022 ONLINE

Done Deals (10-01330)

alex-donedeals.blogspot.com/2022/02/k...

Monthly Visits **31.4K**

Monthly Visits

Kairos purchased the property at 1820 Mulkey Road from the seller, an affordable housing developer located in the same area, for $34.6 million.

Carl Chang

"We have seen the demand for high-quality, affordable housing outpace available supply throughout the country, especially in markets that attract renters due to job availability and lifestyle," says **Carl Chang**, CEO and Founder of Kairos.

"As a company that actively takes a proactive approach to asset management, our team is adept at identifying properties that can benefit from our value-add strategy and enhance the lifestyle of present and future renters."

Jonathan Needell

Built in 1990, Walton Crossing is nestled in the desirable Austell submarket of Atlanta and situated on 20.07 acres.

"Walton Crossing is a valuable cash-flowing asset in our portfolio, as its proximity to major medical centers and large-scale employers in a rapidly growing city positions it for stable long-term growth," says **Jonathan Needell**, President and CIO of Kairos.

Orange County Register

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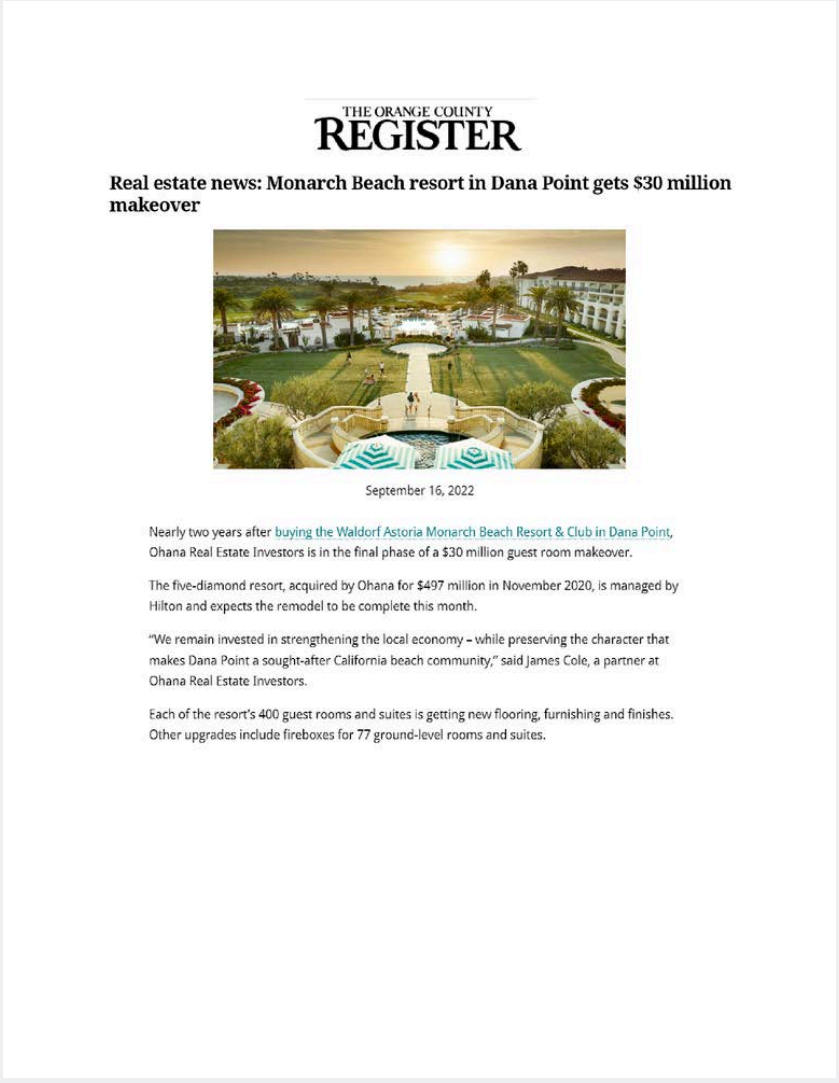

THE ORANGE COUNTY REGISTER

Real estate news: Monarch Beach resort in Dana Point gets $30 million makeover

September 16, 2022

Nearly two years after buying the Waldorf Astoria Monarch Beach Resort & Club in Dana Point, Ohana Real Estate Investors is in the final phase of a $30 million guest room makeover.

The five-diamond resort, acquired by Ohana for $497 million in November 2020, is managed by Hilton and expects the remodel to be complete this month.

"We remain invested in strengthening the local economy – while preserving the character that makes Dana Point a sought-after California beach community," said James Cole, a partner at Ohana Real Estate Investors.

Each of the resort's 400 guest rooms and suites is getting new flooring, furnishing and finishes. Other upgrades include fireboxes for 77 ground-level rooms and suites.

September 16, 2022 ONLINE

The Orange County Register (61-01533)

ocregister.com/2022/09/16/real-estate-ne...

Monthly Visits **740K**

Monthly Visits

Costa Mesa warehouse sells to BLT in Santa Monica

BLT Enterprises in Santa Monica has paid $23.250 million for a 12,620-square-foot warehouse building in Costa Mesa on a 3.02-acre industrial lot.

Located at 3539 Howard Way and next door to another BLT-owned property operated by FedEx, the vacant building will allow the investment firm to court transportation and logistics tenants.

The purchase was part of a seven-building transaction in Southern California for a combined $130 million. Located in Los Angeles, Orange and San Diego countie, the properties represent 270,000 square feet of buildings on 18 acres.

"Utilizing our seasoned team's investment and market acumen, BLT saw the opportunity to expand our footprint in the Southern California markets where we actively own and manage creative office and industrial properties," said Lukas Huberman, Director of Acquisitions.

Affordable housing investment firm closes fund at $153M

WNC, an Irvine-based investment firm that specializes in affordable housing, has closed its WNC Institutional Tax Credit Fund 53, L.P., a low-income housing tax credit fund with $153.4 million in equity.

The money was raised from nine institutional investors, WNC said, and will be used to build and renovate more than 1,300 affordable housing units across 16 properties in 10 states, including California, and the District of Columbia. Some housing units go to veterans; homeless, formerly homeless or at-risk of homelessness; and mobility, hearing and visually impaired residents.

WNC said the total equity raise since inception now tops $7 billion.

"WNC has spent more than five decades working alongside investment partners to provide safe, high quality, and affordable housing to families in need across the nation," said WNC Executive Vice President of Investor Relations Christine Cormier.

Done Deals

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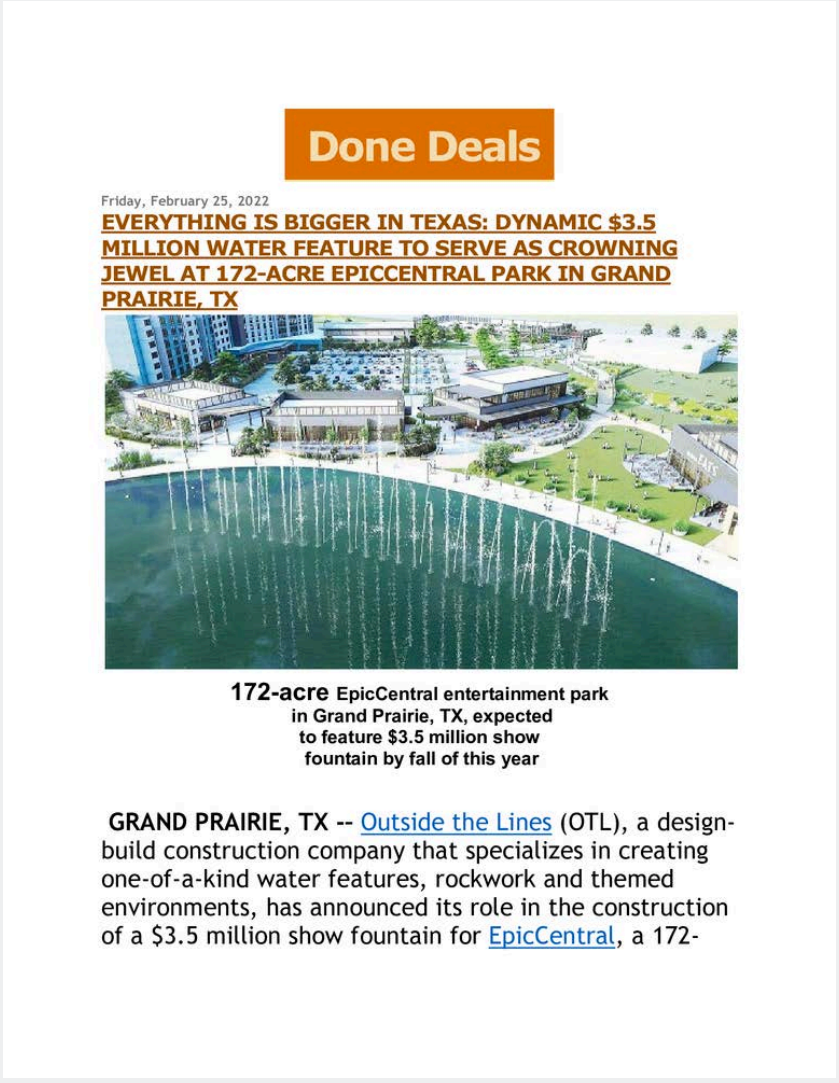


Done Deals

Friday, February 25, 2022

EVERYTHING IS BIGGER IN TEXAS: DYNAMIC $3.5 MILLION WATER FEATURE TO SERVE AS CROWNING JEWEL AT 172-ACRE EPICCENTRAL PARK IN GRAND PRAIRIE, TX

172-acre EpicCentral entertainment park in Grand Prairie, TX, expected to feature $3.5 million show fountain by fall of this year

GRAND PRAIRIE, TX -- Outside the Lines (OTL), a design-build construction company that specializes in creating one-of-a-kind water features, rockwork and themed environments, has announced its role in the construction of a $3.5 million show fountain for EpicCentral, a 172-

February 25, 2022 ONLINE

Done Deals (78-0691)

alex-donedeals.blogspot.com/2022/02/e...

Monthly Visits **31.4K**

Monthly Visits

acre park site located in the heart of the Dallas-Fort Worth Metroplex, in the city of Grand Prairie, Texas.

The park is currently undergoing a multi-phased expansion.

Located at 2960 Epic Place in Grand Prairie, Texas, EpicCentral is home to Epic Waters Indoor Waterpark; The Summit recreation center for adults ages 50+; The Epic, a 120,000-square-foot fitness, arts, and entertainment facility;

"Grand Prairie is a tourism powerhouse attracting up to 7 million visitors a year to its events, attractions, and venues," says **J. Wickham Zimmerman,** Chief Executive Officer of OTL.

J. Wickham Zimmerman

“The City’s new EpicCentral project is another key part of their tourism and local community amenities. By installing this project and spectacular show fountain as part of its EpicCentral expansion, the City of Grand Prairie is investing in a unique entertainment destination that adds to a quality of life everyone will enjoy.”

The show fountain that OTL is designing and constructing, which will be installed within one of the park’s existing lakes, matches the new development’s central theme, notes Zimmerman.

“Making memorable experiences through iconic attractions is the core concept behind EpicCentral, and this large-scale water feature will be its enchanting centerpiece,” says Zimmerman.

“The new destination will feature intriguing landscaping, a stage for concerts and events, immersive lighting effects, and interactive art pieces, with the show fountain as its crowning jewel.”

Chris Roy

The show fountain, slated to be complete by fall 2022, will feature thrilling air-fired jets and robotic nozzles reaching heights of over 60 feet, in addition to large-scale projection and specialty lighting effects and music.

"The City of Grand Prairie's goal is to create an iconic water feature for the new destination, with the ability to extend the show fountain further into the lake to align with potential future development," explains **Chris Roy**, OTL's project executive in charge and Director of Creative Design.

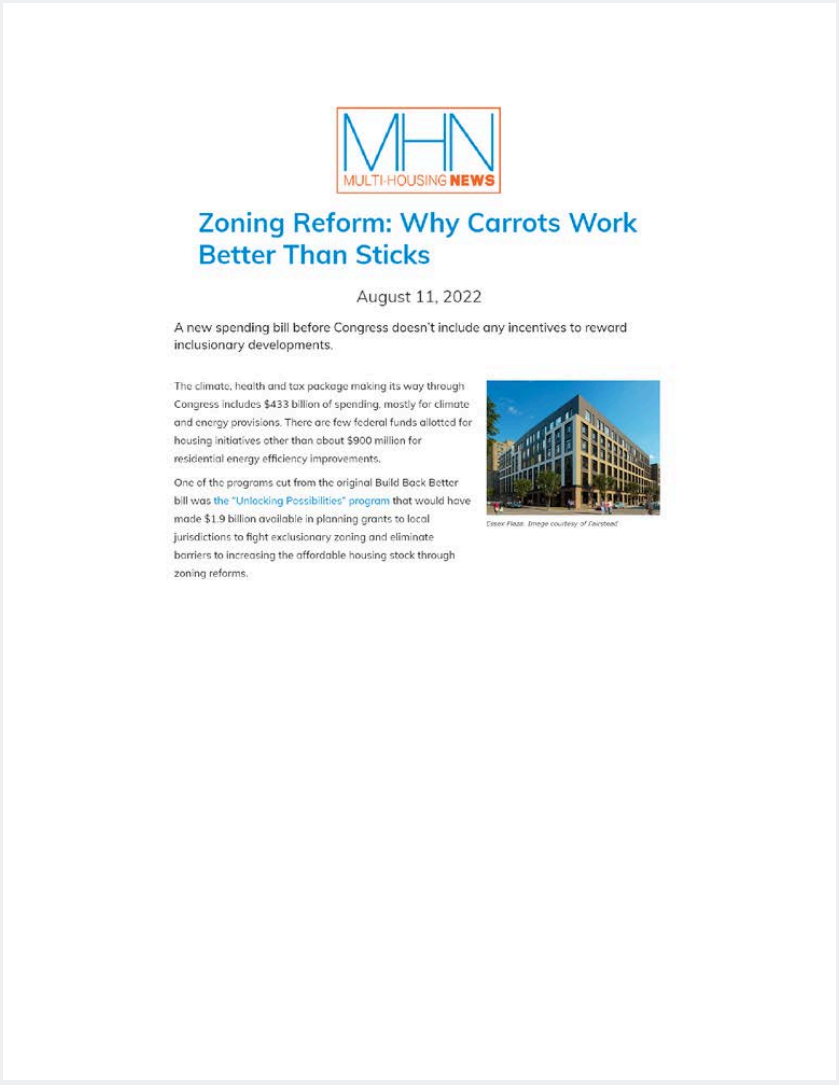
"The fountain is being designed in modular fashion so that it can be expanded as the destination evolves."

OTL is working with Merriman Anderson Architects, Inc. as the architect on the project as well as Studio Outside as the landscape architect to deliver an

exceptional show fountain that will grow along with EpicCentral itself.

Multi-Housing News

Find the latest multifamily housing news, market reports, interviews, rankings and analyses.



MULTI-HOUSING NEWS

Zoning Reform: Why Carrots Work Better Than Sticks

August 11, 2022

A new spending bill before Congress doesn't include any incentives to reward inclusionary developments.

The climate, health and tax package making its way through Congress includes $433 billion of spending, mostly for climate and energy provisions. There are few federal funds allotted for housing initiatives other than about $900 million for residential energy efficiency improvements.

One of the programs cut from the original Build Back Better bill was the "Unlocking Possibilities" program that would have made $1.9 billion available in planning grants to local jurisdictions to fight exclusionary zoning and eliminate barriers to increasing the affordable housing stock through zoning reforms.

August 11, 2022 ONLINE

Multi-Housing News (45-02099)

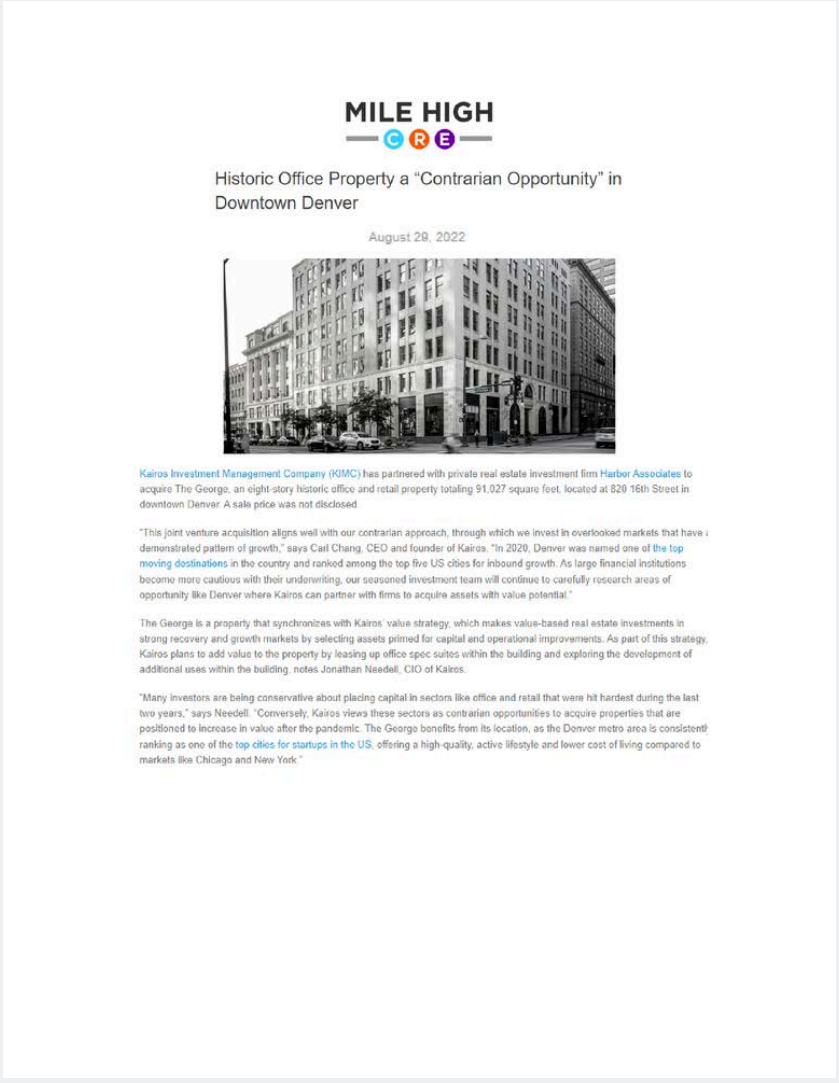
multihousingnews.com/zoning-reform-wh...

Monthly Visits **72.5K**

Monthly Visits

Mile High CRE

Mile High CRE is the only online CRE publication that is updated daily, providing timely new for the entire commercial development vertical.



MILE HIGH CRE

Historic Office Property a "Contrarian Opportunity" in Downtown Denver

August 29, 2022

Kairos Investment Management Company (KIMC) has partnered with private real estate investment firm Harbor Associates to acquire The George, an eight-story historic office and retail property totaling 91,027 square feet, located at 820 16th Street in downtown Denver. A sale price was not disclosed.

"This joint venture acquisition aligns well with our contrarian approach, through which we invest in overlooked markets that have a demonstrated pattern of growth," says Carl Chang, CEO and founder of Kairos. "In 2020, Denver was named one of the top moving destinations in the country and ranked among the top five US cities for inbound growth. As large financial institutions become more cautious with their underwriting, our seasoned investment team will continue to carefully research areas of opportunity like Denver where Kairos can partner with firms to acquire assets with value potential."

The George is a property that synchronizes with Kairos' value strategy, which makes value-based real estate investments in strong recovery and growth markets by selecting assets primed for capital and operational improvements. As part of this strategy, Kairos plans to add value to the property by leasing up office spec suites within the building and exploring the development of additional uses within the building, notes Jonathan Needell, CIO of Kairos.

"Many investors are being conservative about placing capital in sectors like office and retail that were hit hardest during the last two years," says Needell. "Conversely, Kairos views these sectors as contrarian opportunities to acquire properties that are positioned to increase in value after the pandemic. The George benefits from its location, as the Denver metro area is consistently ranking as one of the top cities for startups in the US, offering a high-quality, active lifestyle and lower cost of living compared to markets like Chicago and New York."

August 29, 2022 ONLINE

Mile High CRE (10-02008)

milehighcre.com/historic-office-property-...

Monthly Visits **67.3K**

Monthly Visits

REBusiness Online

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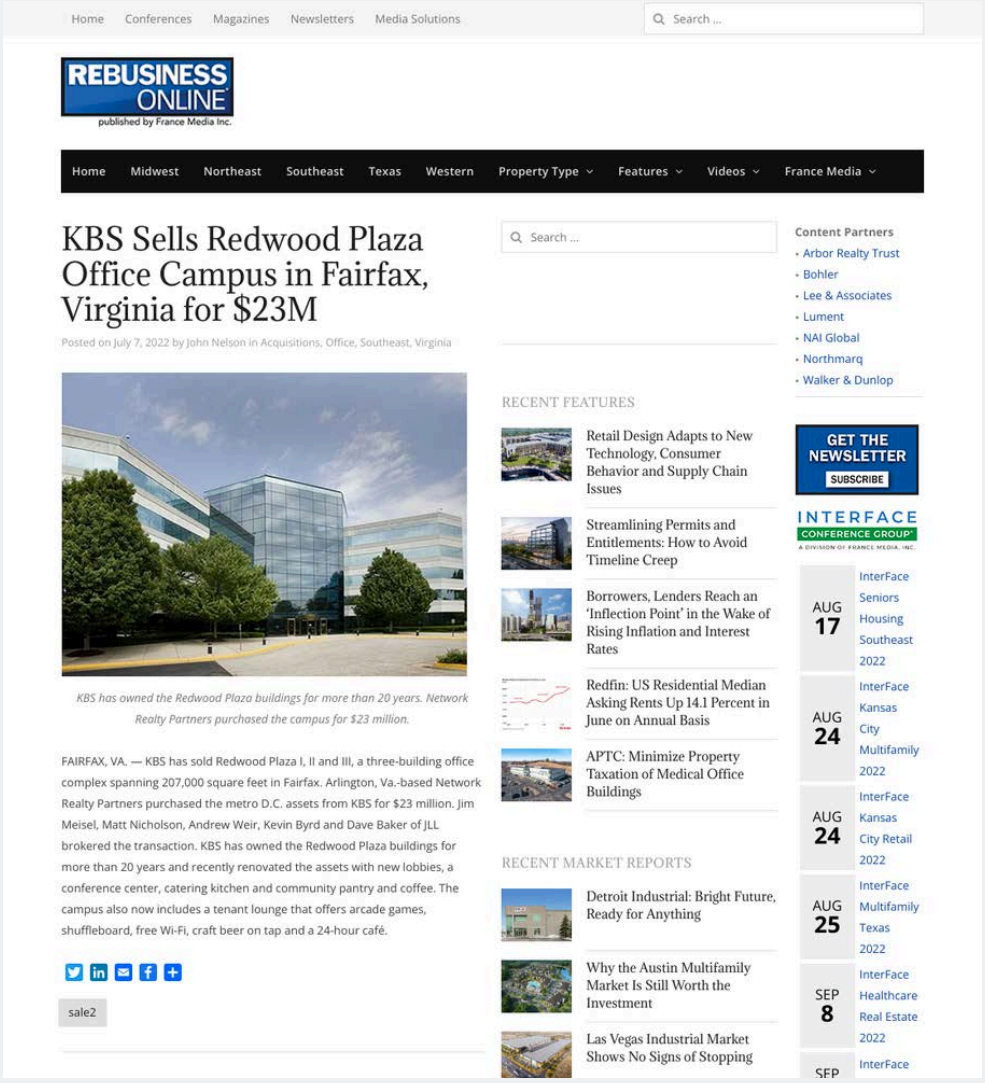


July 07, 2022 ONLINE

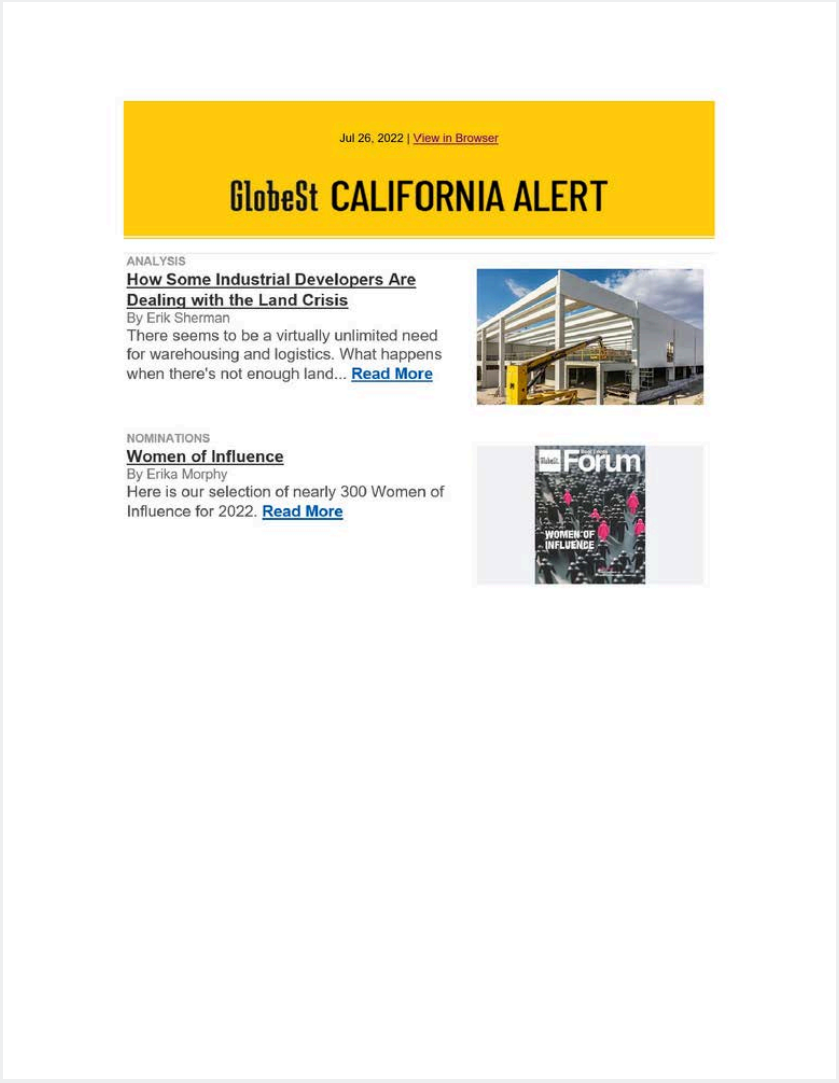
REBusiness Online (56-01801)

rebusinessonline.com/kbs-sells-redwood-...

Monthly Visits **5.25K**

Monthly Visits

GlobeSt.



Jul 26, 2022 | View in Browser

GlobeSt CALIFORNIA ALERT

ANALYSIS

How Some Industrial Developers Are Dealing with the Land Crisis

By Erik Sherman

There seems to be a virtually unlimited need for warehousing and logistics. What happens when there's not enough land... **Read More**

NOMINATIONS

Women of Influence

By Erika Morphy

Here is our selection of nearly 300 Women of Influence for 2022. **Read More**

July 26, 2022 OTHER

GlobeSt. California Alert Newsletter (56-000)

link.globest.com/view/603d61d405c2325...

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Nominations

Women of Influence

Here is our selection of nearly 300 Women of Influence for 2022.

By **Erika Morphy** | July 25, 2022 at 07:00 AM

There are nearly 300 profiles of smart, accomplished and high-achieving women in commercial real estate on the following pages. And those are just the ones we selected. We received far more applications for the nominations, and as we do every year, we had to go through the painful process of selecting the winning candidates. We say painful, because it is: nearly all of these applications could have made the cut and choosing one over the other were difficult decisions. We hope you enjoy their stories of accomplishments as much as we did.

July 25, 2022 ONLINE

GlobeSt. (56-000)

globest.com/2022/07/25/women-influenc...

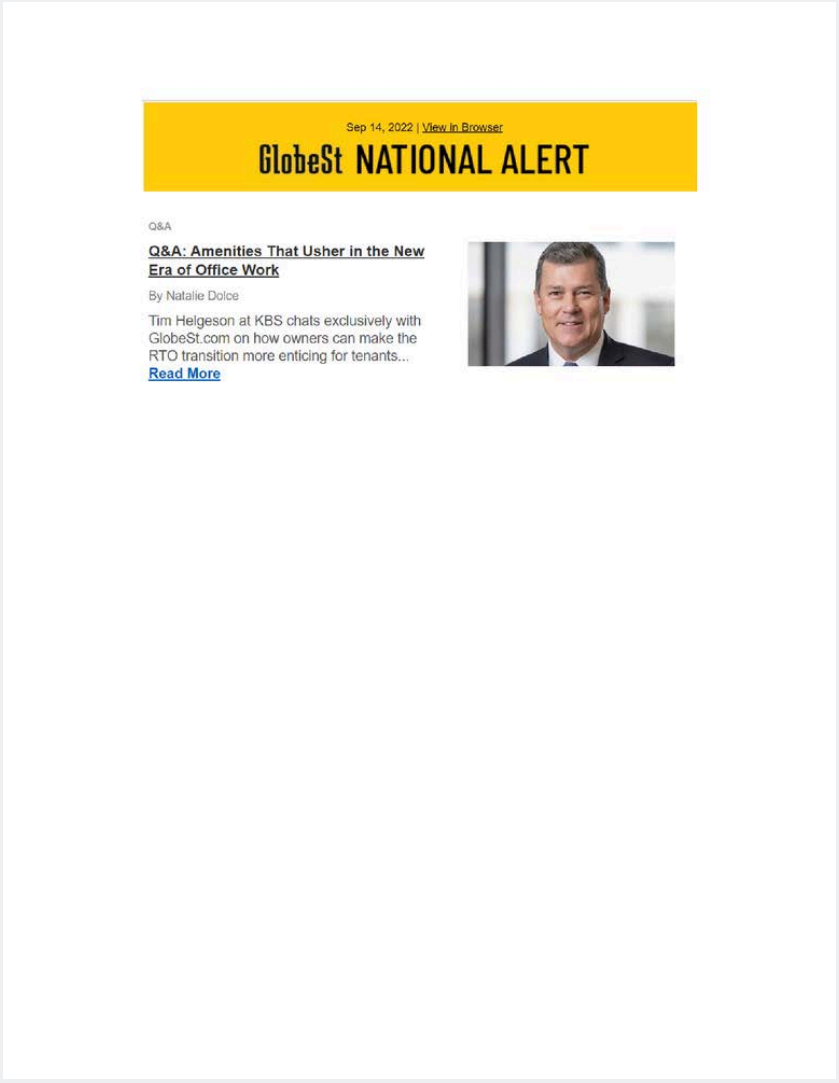
Monthly Visits **71.5K**

Monthly Visits

INVESTMENT PROFESSIONAL / OWNER

RACHEL UMIPIG As chief compliance officer at KBS Realty Advisors, Rachel Umipig is in charge of ensuring that all corporate processes and procedures comply with regulatory rules and regulations as well as internal standards. Umipig joined the firm in 2014 when its information technology team was in its early stages of developing policies on cyber training and vulnerabilities. At the firm, she spearheaded a process that determined which cybersecurity measures were needed, formed the firm's first cyber governance committee and implemented other cybersecurity measures. During the past 12 months, Umipig has taken a more active role in the asset management department, using her extensive regulatory expertise to help the team in its efforts to manage extensive compliance requirements for a Singapore-based REIT. This includes ensuring the company meets all of Singapore's complex regulatory trade procedures as well as AML, vendor management and commercial anti-bribery requirements. Umipig previously served as a principal examiner for the Financial Industry Regulatory Authority and she has 20 years of regulatory and private industry experience.

GlobeSt National Alert E-Newsletter



September 14, 2022 PRINT

GlobeSt National Alert E-Newsletter (56-02356)

globest.com/2022/09/14/qa-amenities-th...

Monthly Visits **108K**

Monthly Visits

Connect CRE Chicago & Midwest

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Chicago & Midwest

November 14, 2022

E-Commerce Firm Zoro Consolidates Offices in Move to KBS Tower

Zoro, which runs an e-commerce platform for business supplies and industrial equipment, has signed an 11-year lease for nearly 42,000 square feet at KBS' 500 W. Madison St. in the West Loop. It will relocate its home office there late next year from suburban Buffalo Grove, Ill., reported Crain's Chicago Business.

The move to the top two floors in the 40-story building will consolidate Zoro's roughly 60,000-square-foot office and warehouse facility at 909 Asbury Dr. in Buffalo Grove and a 17,000-square-foot office that it has occupied at 500 W. Madison since early 2019.

Zoro joins a long list of suburban-based businesses that have moved their workspace downtown, Crain's reported. CBRE's Tyler and Paul Reaumond negotiated the lease on behalf of Zoro. Matt Lerner and Wendy Katz of Stream Realty Partners oversee leasing at 500 W. Madison for KBS.

November 15, 2022 ONLINE

Connect CRE Chicago & Midwest (56-000)

connectcre.com/stories/e-commerce-firm...

Monthly Visits **45.9K**

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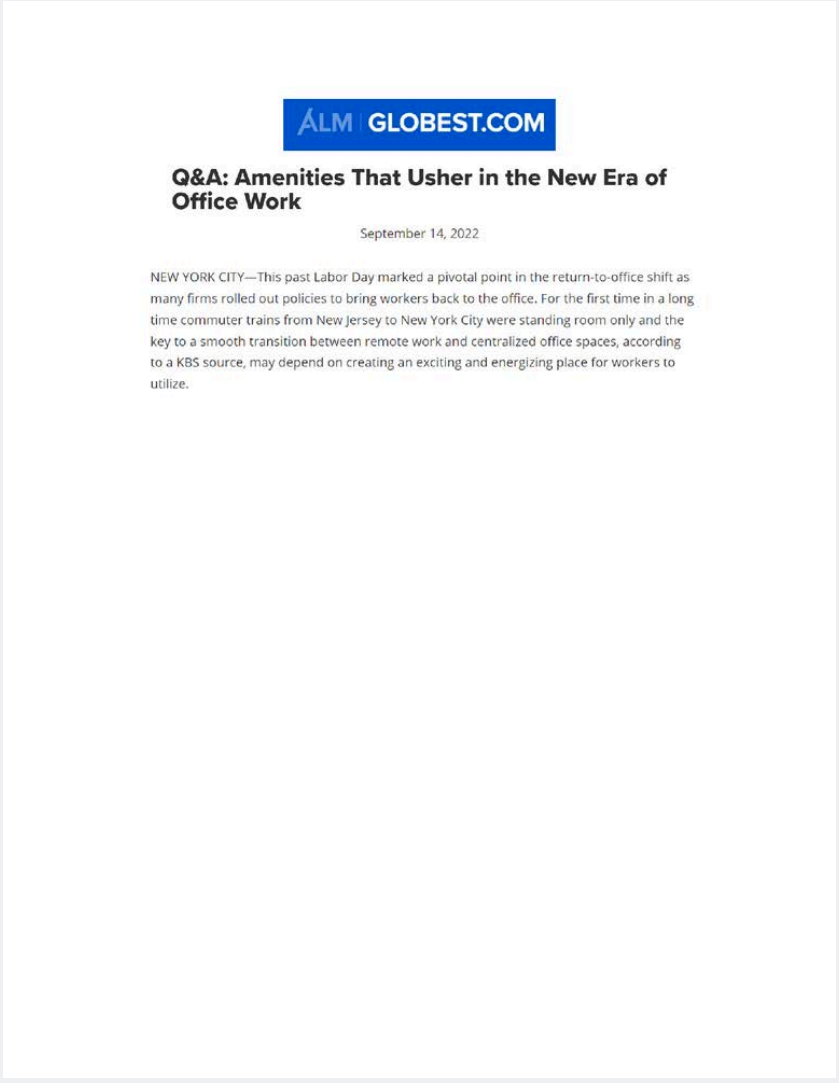

ALM | GLOBEST.COM

Q&A: Amenities That Usher in the New Era of Office Work

September 14, 2022

NEW YORK CITY—This past Labor Day marked a pivotal point in the return-to-office shift as many firms rolled out policies to bring workers back to the office. For the first time in a long time commuter trains from New Jersey to New York City were standing room only and the key to a smooth transition between remote work and centralized office spaces, according to a KBS source, may depend on creating an exciting and energizing place for workers to utilize.

September 14, 2022 ONLINE

GlobeSt (56-000)

globest.com/2022/09/14/qa-amenities-th...

Monthly Visits **160K**

Monthly Visits

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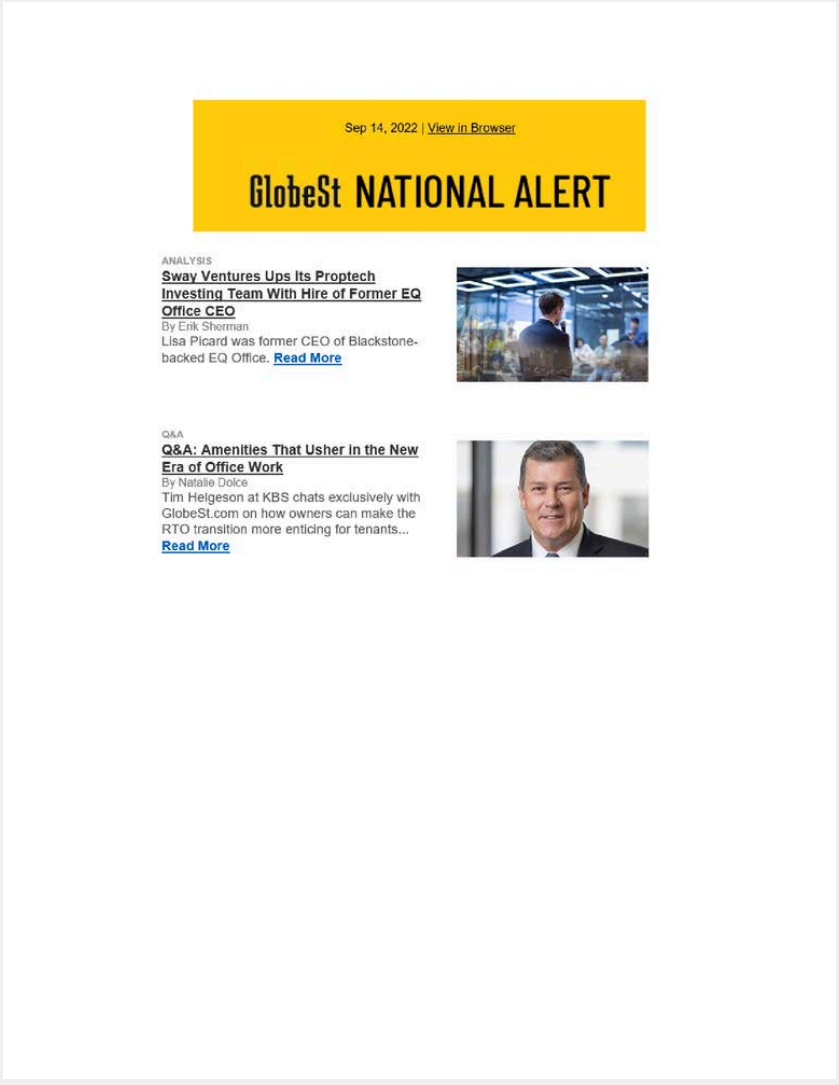

Sep 14, 2022 | View in Browser

GlobeSt NATIONAL ALERT

ANALYSIS

Sway Ventures Ups Its Proptech Investing Team With Hire of Former EQ Office CEO

By Erik Sherman

Lisa Picard was former CEO of Blackstone-backed EQ Office. Read More

Q&A

Q&A: Amenities That Usher in the New Era of Office Work

By Natalie Dolce

Tim Helgeson at KBS chats exclusively with GlobeSt.com on how owners can make the RTO transition more enticing for tenants...

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September 14, 2022 OTHER

GlobeSt. National Alert (56-000)

globest.com/2022/09/14/qa-amenities-th...

Monthly Visits **160K**

Monthly Visits

REBusiness Online

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REBUSINESS ONLINE
published by France Media Inc.

Demographic Trends Point to Strong Recovery for Texas Office Markets

September 21, 2022

Texas continues to be a top state for job and population growth as its low cost of living and business-friendly policies attract companies and residents from other parts of the country. As such, many commercial real estate owners and operators are recognizing the state's potential for increased leasing activity in the second half of 2022 and throughout 2023.

The portfolio of KBS, which has long been investing in these markets, currently contains 16 office assets in these cities, and we continue to evaluate opportunities to acquire more that align with our investment strategy.

Based on 30 years of experience in acquiring and operating premier office assets throughout Texas and beyond, here are a few trends we anticipate continuing for the remainder of 2022 and into next year.

Brett Merz, KBS

Rising In-Migration

September 21, 2022 ONLINE

REBusiness Online (56-000)

rebusinessonline.com/demographic-tren...

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Monthly Visits

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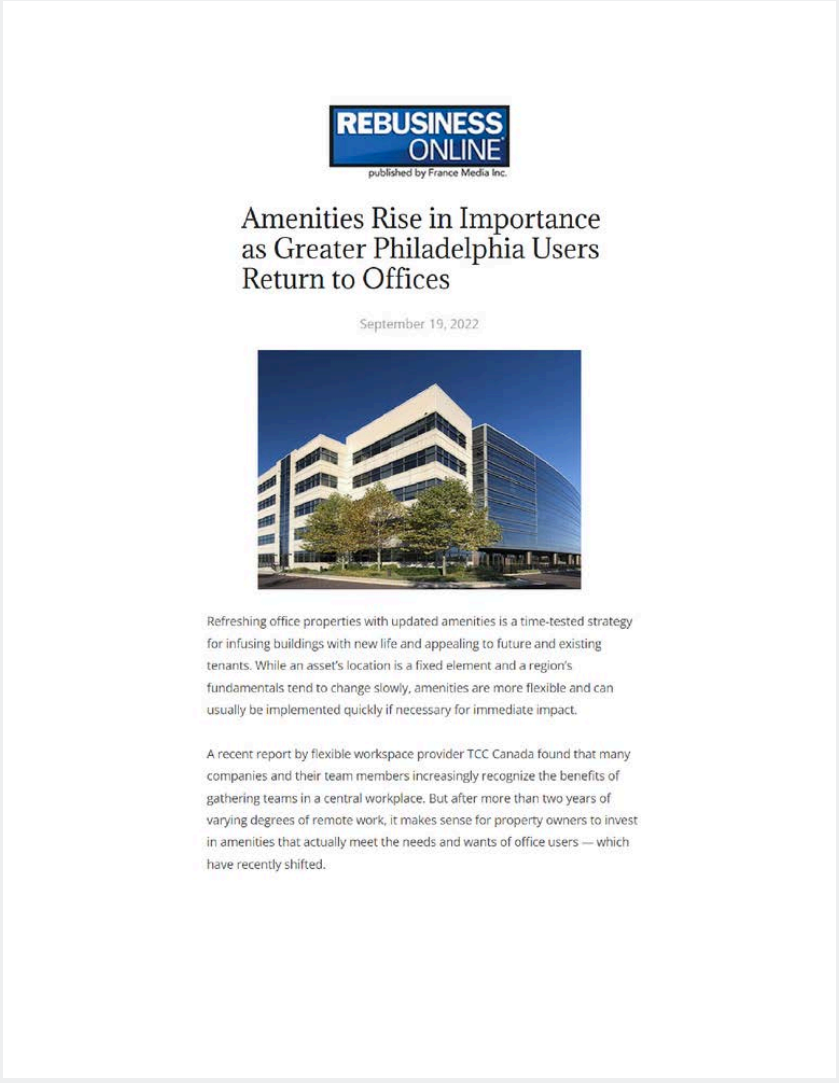

REBUSINESS ONLINE
published by France Media Inc.

Amenities Rise in Importance as Greater Philadelphia Users Return to Offices

September 19, 2022

Refreshing office properties with updated amenities is a time-tested strategy for infusing buildings with new life and appealing to future and existing tenants. While an asset's location is a fixed element and a region's fundamentals tend to change slowly, amenities are more flexible and can usually be implemented quickly if necessary for immediate impact.

A recent report by flexible workspace provider TCC Canada found that many companies and their team members increasingly recognize the benefits of gathering teams in a central workplace. But after more than two years of varying degrees of remote work, it makes sense for property owners to invest in amenities that actually meet the needs and wants of office users — which have recently shifted.

September 19, 2022 ONLINE

REBusiness Online (56-02152)

rebusinessonline.com/amenities-rise-in-i...

Monthly Visits **65.4K**

Monthly Visits

Orange County Business Journal

ORANGE COUNTY BUSINESS JOURNAL

Date: Monday, September 12, 2022
Location: IRVINE, CA
Circulation (DMA): 15,435 (2)
Type (Frequency): Magazine (W)
Page: 94
Section: Main
Keyword: KBS Realty Advisors

2022 Women in Business Award Nominees

Rachel Umipig, Chief Compliance Officer
KBS, Newport Beach

As a vital driving force at KBS, one of the largest investors in premier commercial real estate (CRE) in the nation, Rachel Umipig is at the top of her field. A superstar serving as chief compliance officer, she is responsible for overseeing and managing the compliance program for its fund and advisor entities. Upon joining KBS in 2014, Umipig pioneered the development of a more efficient process to address cyber training, manage potential cyber-attacks, and identify the best cyber insurance for the company. Since then, she has also spearheaded development of technology processes that protect the firm's cybersecurity framework against the rising threat of online breaches and attacks. Umipig's extensive expertise has ensured the company's regulatory compliance and cyber security policies are at the leading edge of the CRE industry. She consistently inspires the women on her team to expand their company and industry knowledge, enabling KBS to optimize its client services.

Page 1 of 1

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September 12, 2022 OFFLINE

Orange County Business Journal (56-02025)

Monthly Visits **15.4K**

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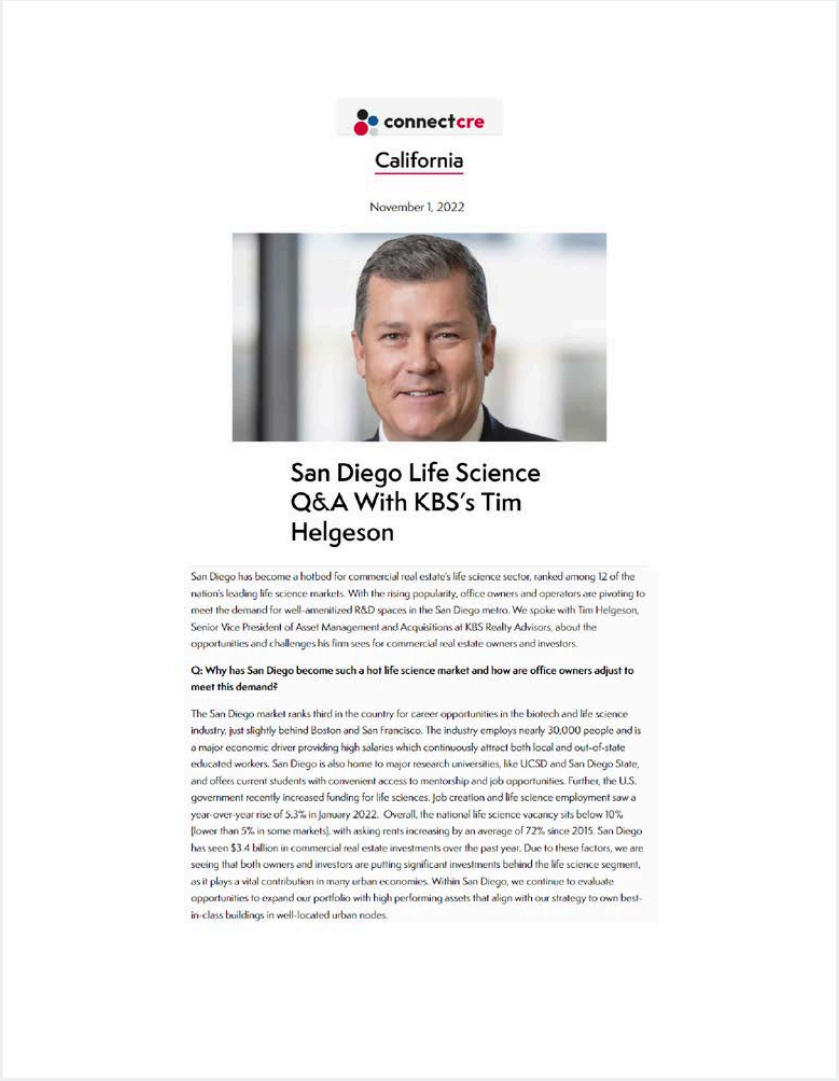

connectcre

California

November 1, 2022

San Diego Life Science Q&A With KBS's Tim Helgeson

San Diego has become a hotbed for commercial real estate's life science sector, ranked among 12 of the nation's leading life science markets. With the rising popularity, office owners and operators are pivoting to meet the demand for well-amenitized R&D spaces in the San Diego metro. We spoke with Tim Helgeson, Senior Vice President of Asset Management and Acquisitions at KBS Realty Advisors, about the opportunities and challenges his firm sees for commercial real estate owners and investors.

Q: Why has San Diego become such a hot life science market and how are office owners adjust to meet this demand?

The San Diego market ranks third in the country for career opportunities in the biotech and life science industry, just slightly behind Boston and San Francisco. The industry employs nearly 30,000 people and is a major economic driver providing high salaries which continuously attract both local and out-of-state educated workers. San Diego is also home to major research universities, like UCSD and San Diego State, and offers current students with convenient access to mentorship and job opportunities. Further, the U.S. government recently increased funding for life sciences. Job creation and life science employment saw a year-over-year rise of 5.3% in January 2022. Overall, the national life science vacancy sits below 10% (lower than 5% in some markets), with asking rents increasing by an average of 72% since 2015. San Diego has seen $3.4 billion in commercial real estate investments over the past year. Due to these factors, we are seeing that both owners and investors are putting significant investments behind the life science segment, as it plays a vital contribution in many urban economies. Within San Diego, we continue to evaluate opportunities to expand our portfolio with high performing assets that align with our strategy to own best-in-class buildings in well-located urban nodes.

November 01, 2022 ONLINE

Connect CRE California (56-02359)

connectcre.com/stories/san-diego-life-sci...

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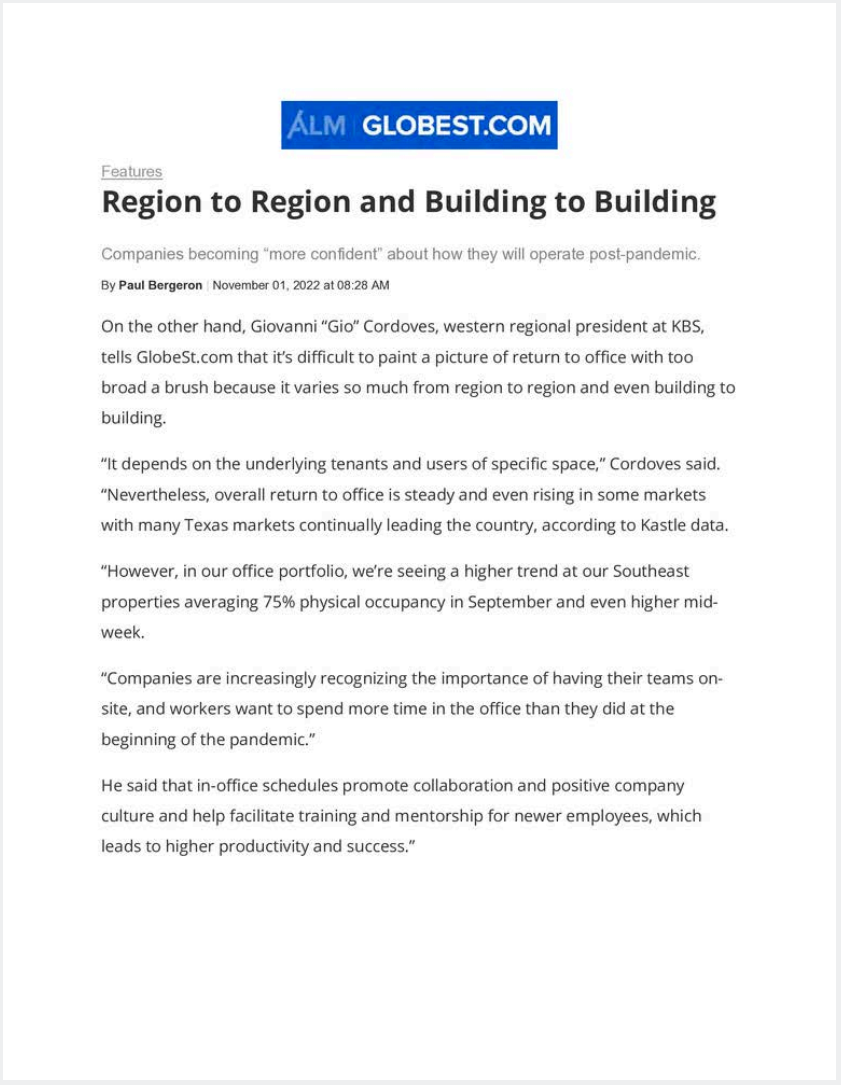

ALM GLOBEST.COM

Features

Region to Region and Building to Building

Companies becoming "more confident" about how they will operate post-pandemic.

By **Paul Bergeron** | November 01, 2022 at 08:28 AM

On the other hand, Giovanni "Gio" Cordoves, western regional president at KBS, tells GlobeSt.com that it's difficult to paint a picture of return to office with too broad a brush because it varies so much from region to region and even building to building.

"It depends on the underlying tenants and users of specific space," Cordoves said. "Nevertheless, overall return to office is steady and even rising in some markets with many Texas markets continually leading the country, according to Kastle data.

"However, in our office portfolio, we're seeing a higher trend at our Southeast properties averaging 75% physical occupancy in September and even higher mid-week.

"Companies are increasingly recognizing the importance of having their teams on-site, and workers want to spend more time in the office than they did at the beginning of the pandemic."

He said that in-office schedules promote collaboration and positive company culture and help facilitate training and mentorship for newer employees, which leads to higher productivity and success."

November 01, 2022 ONLINE

GlobeSt (56-000)

globest.com/2022/11/01/short-term-office-...

Monthly Visits **160K**

Monthly Visits

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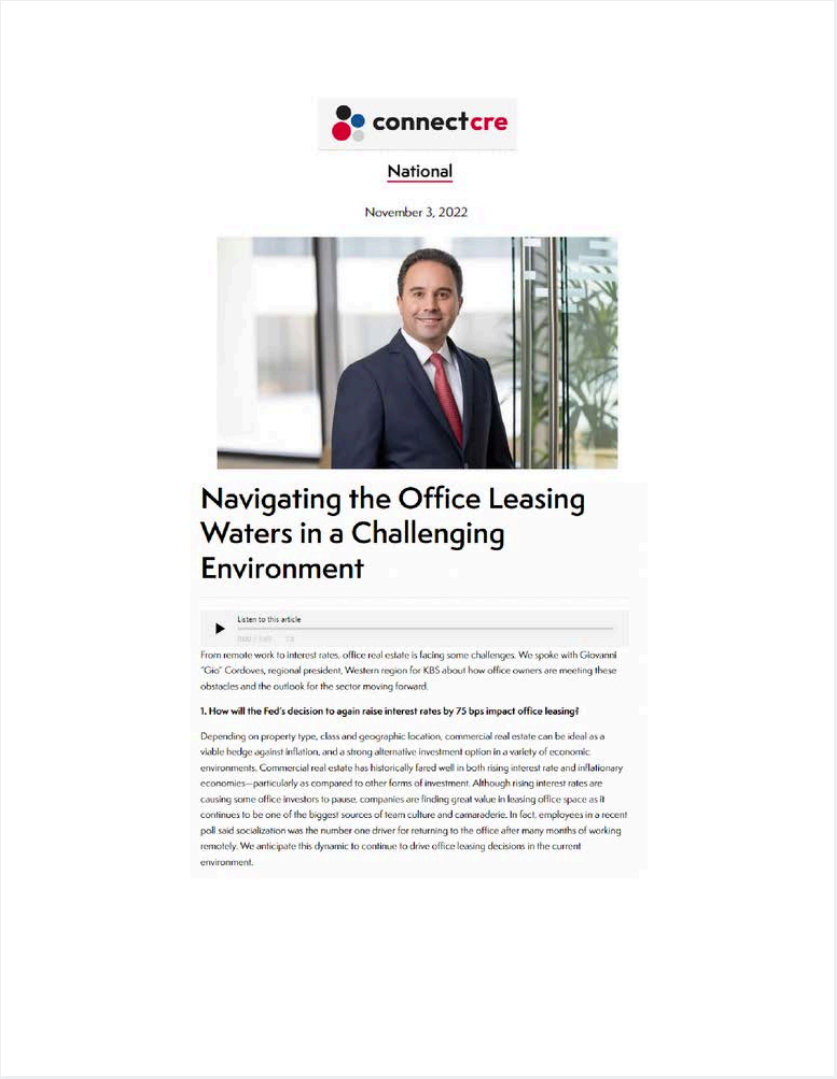

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National

November 3, 2022

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Connect CRE National (56-000)

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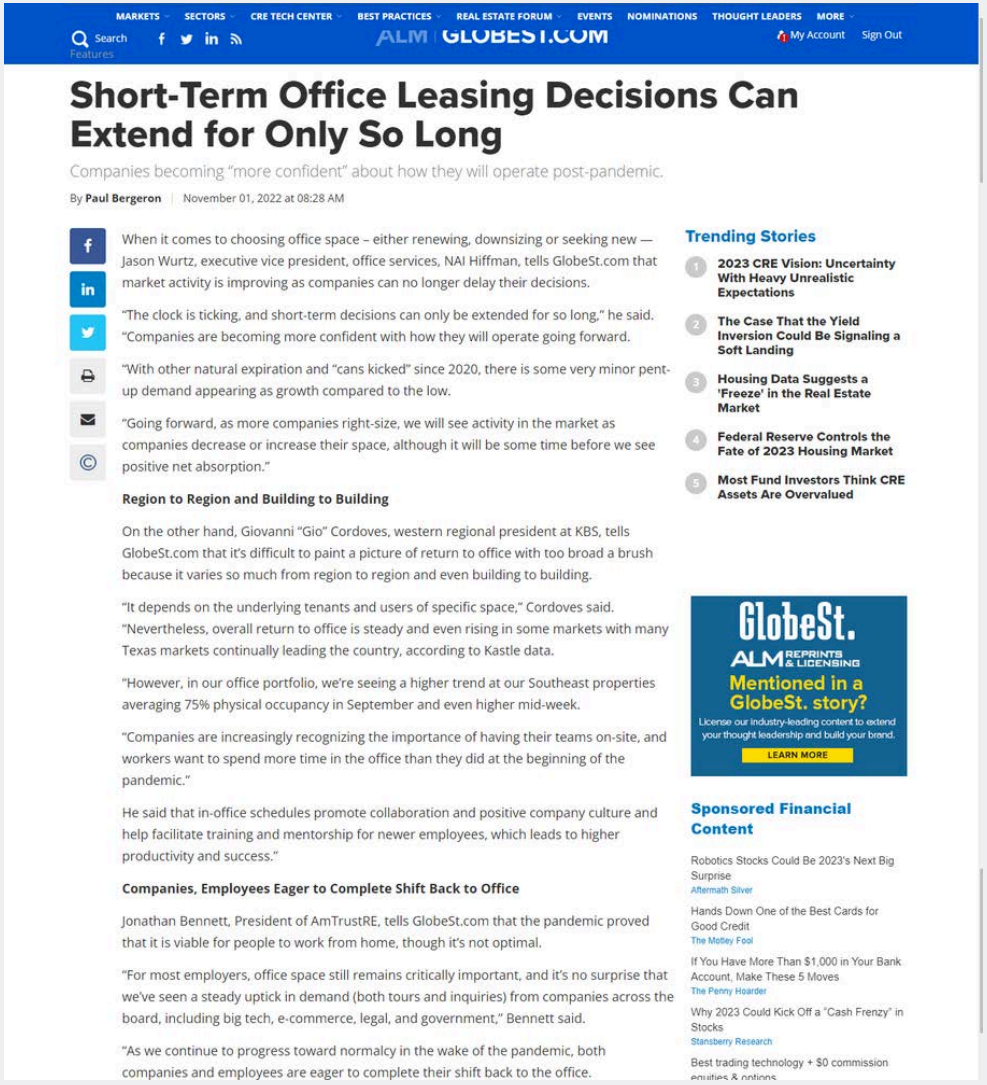

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Short-Term Office Leasing Decisions Can Extend for Only So Long

Companies becoming "more confident" about how they will operate post-pandemic.

By **Paul Bergeron** | November 01, 2022 at 08:28 AM

When it comes to choosing office space – either renewing, downsizing or seeking new — Jason Wurtz, executive vice president, office services, NAI Hiffman, tells GlobeSt.com that market activity is improving as companies can no longer delay their decisions.

"The clock is ticking, and short-term decisions can only be extended for so long," he said. "Companies are becoming more confident with how they will operate going forward.

"With other natural expiration and "cans kicked" since 2020, there is some very minor pent-up demand appearing as growth compared to the low.

"Going forward, as more companies right-size, we will see activity in the market as companies decrease or increase their space, although it will be some time before we see positive net absorption."

Region to Region and Building to Building

On the other hand, Giovanni "Gio" Cordoves, western regional president at KBS, tells GlobeSt.com that it's difficult to paint a picture of return to office with too broad a brush because it varies so much from region to region and even building to building.

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He said that in-office schedules promote collaboration and positive company culture and help facilitate training and mentorship for newer employees, which leads to higher productivity and success."

Companies, Employees Eager to Complete Shift Back to Office

Jonathan Bennett, President of AmTrustRE, tells GlobeSt.com that the pandemic proved that it is viable for people to work from home, though it's not optimal.

"For most employers, office space still remains critically important, and it's no surprise that we've seen a steady uptick in demand (both tours and inquiries) from companies across the board, including big tech, e-commerce, legal, and government," Bennett said.

"As we continue to progress toward normalcy in the wake of the pandemic, both companies and employees are eager to complete their shift back to the office.

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November 01, 2022 ONLINE

GlobeSt. (56-000)

globest.com/sbm-gbst/2022/11/01/short-t...

Monthly Visits **160K**

Monthly Visits

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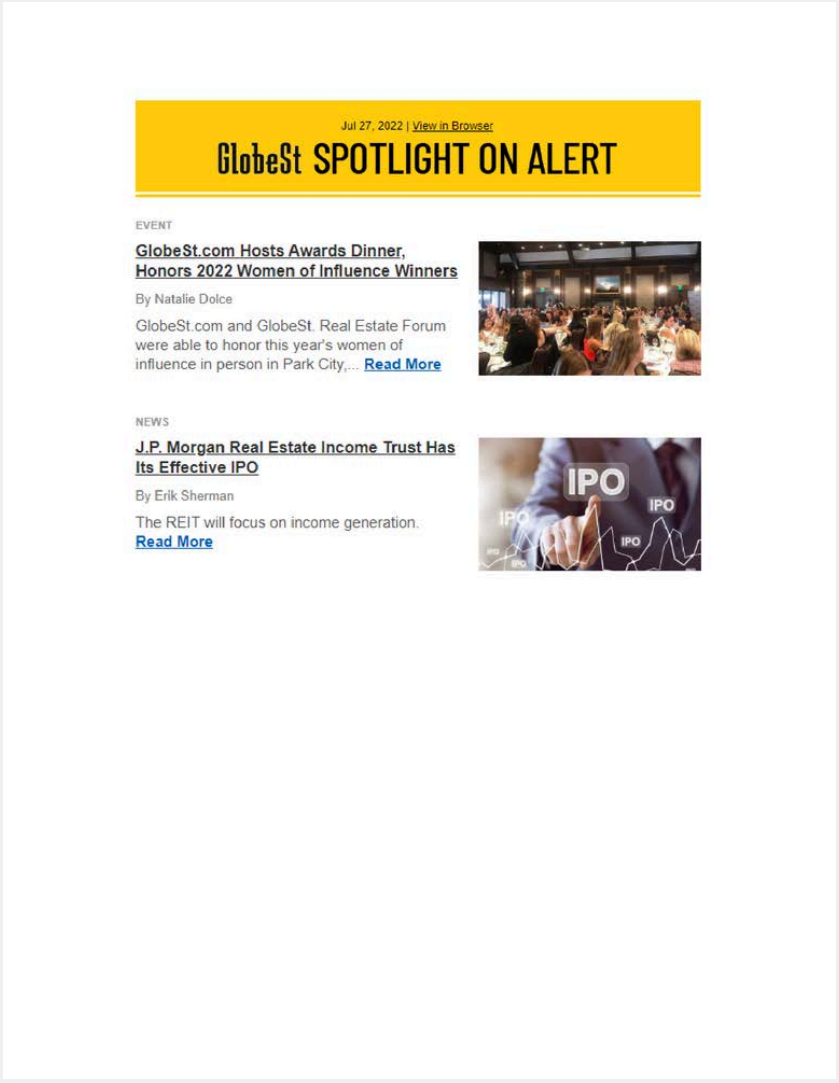
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GlobeSt SPOTLIGHT ON ALERT

EVENT

GlobeSt.com Hosts Awards Dinner, Honors 2022 Women of Influence Winners

By Natalie Dolce

GlobeSt.com and GlobeSt. Real Estate Forum were able to honor this year's women of influence in person in Park City,... Read More

NEWS

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By Erik Sherman

The REIT will focus on income generation. Read More

July 27, 2022 OTHER

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Monthly Visits **71.5K**

Monthly Visits

Forbes

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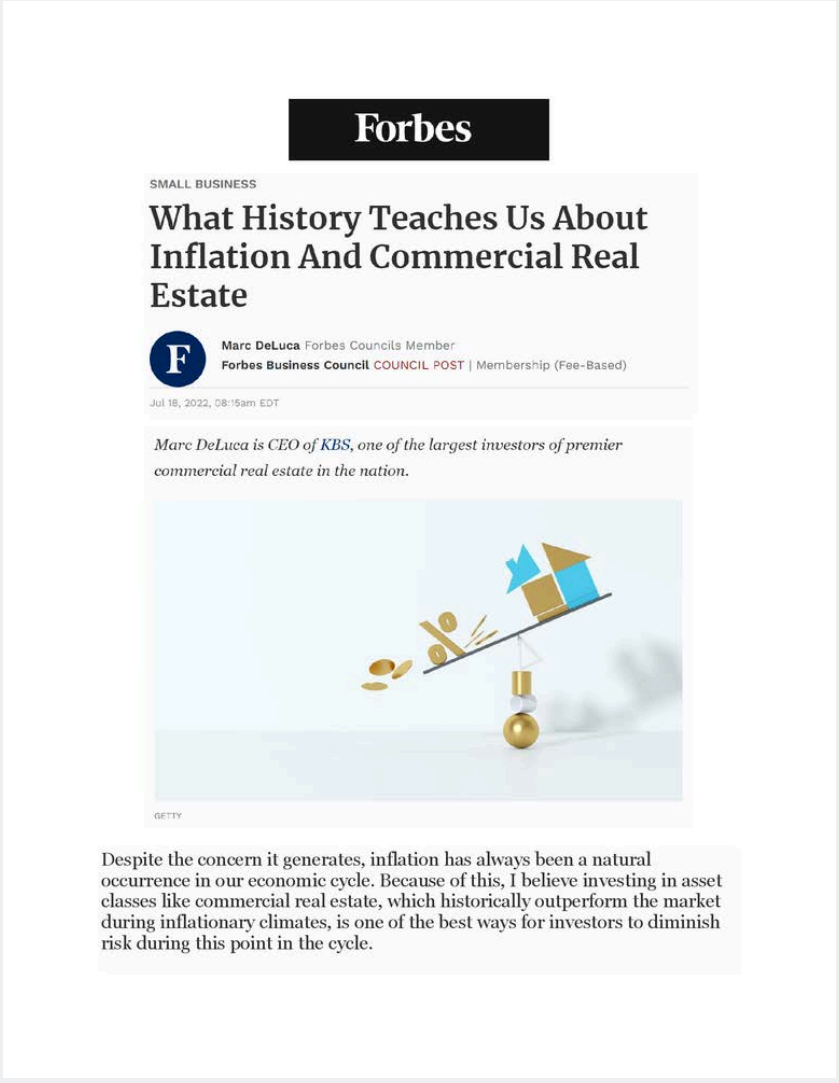


Forbes

SMALL BUSINESS

What History Teaches Us About Inflation And Commercial Real Estate

Marc DeLuca Forbes Councils Member
Forbes Business Council COUNCIL POST | Membership (Fee-Based)

Jul 18, 2022, 08:15am EDT

Marc DeLuca is CEO of KBS, one of the largest investors of premier commercial real estate in the nation.

GETTY

Despite the concern it generates, inflation has always been a natural occurrence in our economic cycle. Because of this, I believe investing in asset classes like commercial real estate, which historically outperform the market during inflationary climates, is one of the best ways for investors to diminish risk during this point in the cycle.

July 19, 2022 ONLINE

Forbes (56-01613)

forbes.com/sites/forbesbusinesscouncil/2...

Monthly Visits **11.8M**

Monthly Visits

As an investor in commercial real estate (CRE) for 28 years, I believe that by studying economic periods of the past, we can be better informed on how inflation is likely to affect our industry now. Because history, like CRE, is known to repeat itself, what happened decades ago can lend insight into today's market.

So, what does inflation signify for current CRE investments?

Inflation In The Past Versus Inflation Today

First, let's look at economic policy and inflationary episodes of the mid-1940s and late 1970s/early 1980s and compare them to our current economy. Both earlier periods show patterns of inflation increasing and then decreasing, which is what other experts and I anticipate will happen soon.

In 1946, a post-war rise in consumer goods spending and pent-up demand for celebration led to inflation soaring to a whopping 20%. Inflation rates also crested during the late 1970s. Paul Volcker was appointed Chairman of the Fed in 1979, and his first attempts to curb inflation were insufficient. And, of course, more recently, in 2020, the pandemic caused a rise in unemployment and many businesses to fail.

But all of these situations righted themselves in the end. During the post-World War II era, inflation fell naturally to manageable levels. Similarly, in the early '80s, after stringent monetary policy and credit controls shocked the economy into a recession with a high unemployment rate, inflation and interest rates began decreasing and remained generally low for decades to follow. And even though inflation is currently rising, consumer goods demand has been strong.

While this demand has been distorted by supply chain disruptions, global shortages and an increase in energy and labor costs, all these factors are artificially created and so are expected to subside over time. Also, the economy has been making a bullish comeback due to increased consumer mobility and milder virus variants. As a result, by the beginning of 2022, unemployment recovered to a rate of 3.9%, closing in on the 50-year low of 3.5% just before the pandemic. Yes, inflation has been rising, but unlike in the early '80s, unemployment remains low.

In addition, our current monetary policy is radically different than it was back in the late '70s and early '80s. In 1982, the Federal Reserve was targeting the money supply, causing interest rates to fluctuate. Conversely, according to *Vigour Times*, the Fed today primarily "ignores the money supply, which expanded dramatically as the Fed bought bonds to hold down long-term interest rates." And although inflation reached a 7.5% annual rate in January, we currently have a relatively robust market.

CRE Has Innovation And Demand

CRE held up as a solid hedge in the early '80s, so I expect it to hold up again. What's more, inflation is inspiring innovation in the industry, and demand for space greatly outweighs supply; this was not the case in the late '80s, an era of big lending and construction.

The ways in which companies utilize office space are dramatically changing. As calls back to the office increase and new office lease agreements are being inked—13.8 million square feet in new large-block transactions were signed last year—there is a fight for superior real estate to entice workers back to the workplace.

The pandemic launched this shift, and now inflation is pushing companies to seek more creative and cost-efficient methods of accomplishing a new normal. This includes flexibility in office design and providing unique amenities in order to create an attractive and collaborative environment for retaining talent.

So yes, prices are high, but the economic fundamentals are strong.

Inflation Can Benefit CRE Investment

Higher inflation for a shorter time is generally good for real estate. Analysis at Cushman & Wakefield shows that every 1% increase in inflation is associated with a 1.1% increase in total returns to investors, including REITs, pension funds and individual investors.

When inflation was high in the past, the equity positions of commercial properties were highly leveraged, with fixed-rate debt acquired at positive spreads. However, rental income increases caused by inflation can multiply yields on equity, protecting CRE asset values.

In other words, CRE can benefit from the same forces that currently drive inflation. Burgeoning labor costs and supply-chain issues are limiting new development, which benefits existing properties. Given current supply and demand, it is likely that valuations of commercial properties will remain firm.

In addition, growing interest rates evoke a double-hedge effect where financing costs become higher, especially in construction, meaning there is less new product on the market. This economic landscape provides an opportune moment for the office sector. We can focus on incorporating key amenities and integrative technology to cater to the changing needs of consumers and young professionals who tend to value experience over compensation.

Another positive sign for CRE today is that commercial and multifamily mortgage delinquencies across all sectors have reached pre-pandemic levels. The CMBS delinquency rate at the end of last year was 4.02%, a decrease of 0.84 percentage points from the third quarter.

Falling delinquency rates, coupled with rent increases, create the ultimate hedge against inflation through CRE.

The Bottom Line: Glass Half-Full

Though we can't predict exactly when, and despite the pandemic, geopolitical conflicts and tidal shifts in socio-economic policies, today's inflationary climate will eventually subside as it has in the past.

Equally, regardless of where we are in the economic cycle, CRE has historically remained one of the strongest tangible alternative investments available in all economic environments. CRE held up before, and I believe it will hold up again—especially since the demand for assets has never been greater.

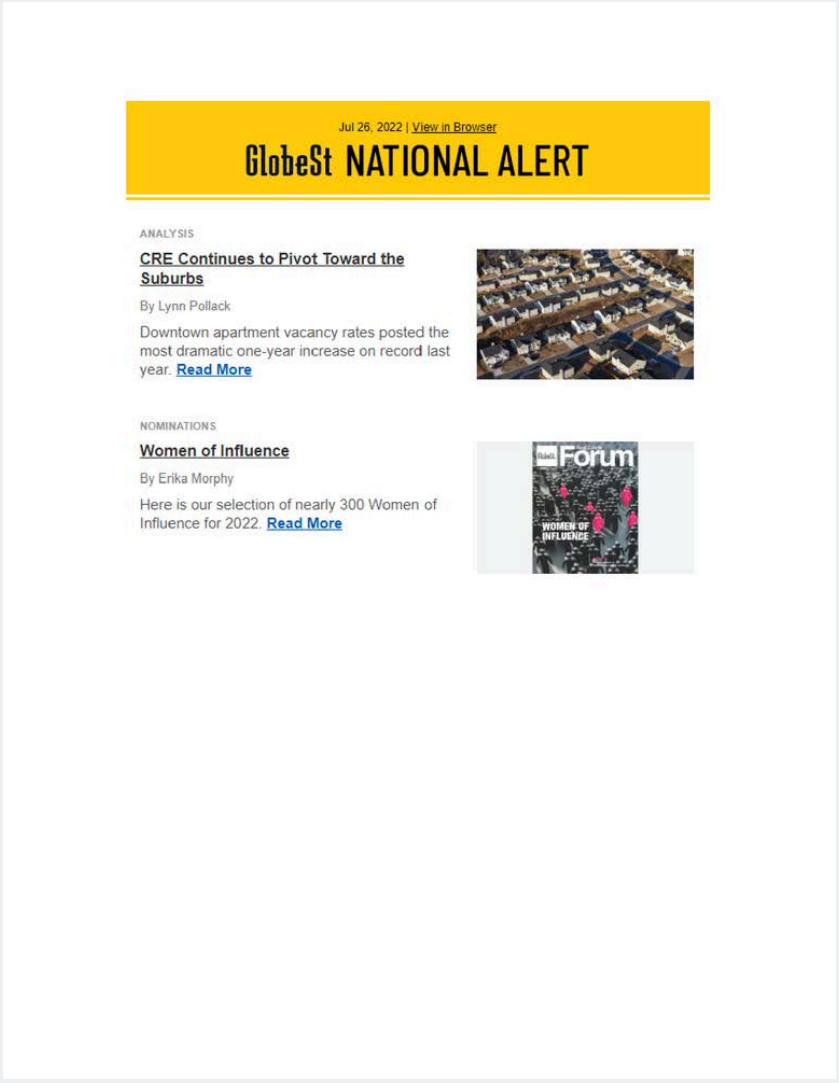
Forbes Business Council is the foremost growth and networking organization for business owners and leaders. *Do I qualify?*

Follow me on LinkedIn. Check out my website.

Marc DeLuca

Marc DeLuca is CEO of KBS, one of the largest investors of premier commercial real estate in the nation. Read Marc DeLuca's full executive profile here.

GlobeSt.


Jul 26, 2022 | View in Browser

GlobeSt NATIONAL ALERT

ANALYSIS

CRE Continues to Pivot Toward the Suburbs

By Lynn Pollack

Downtown apartment vacancy rates posted the most dramatic one-year increase on record last year. Read More

NOMINATIONS

Women of Influence

By Erika Morphy

Here is our selection of nearly 300 Women of Influence for 2022. Read More

July 26, 2022 OTHER

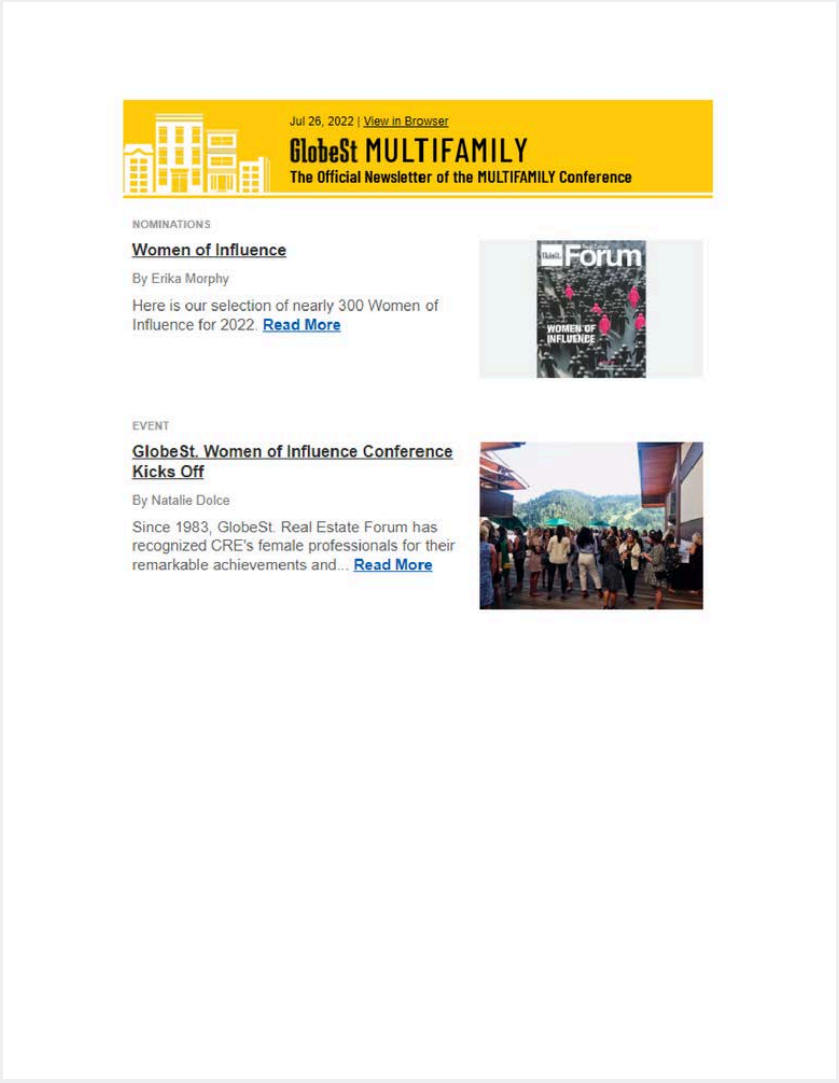
GlobeSt. National Alert Newsletter (56-000)

link.globest.com/view/603d61d405c2325...

Monthly Visits **71.5K**

Monthly Visits

GlobeSt.



July 26, 2022 OTHER

GlobeSt. Multifamily Newsletter (56-000)

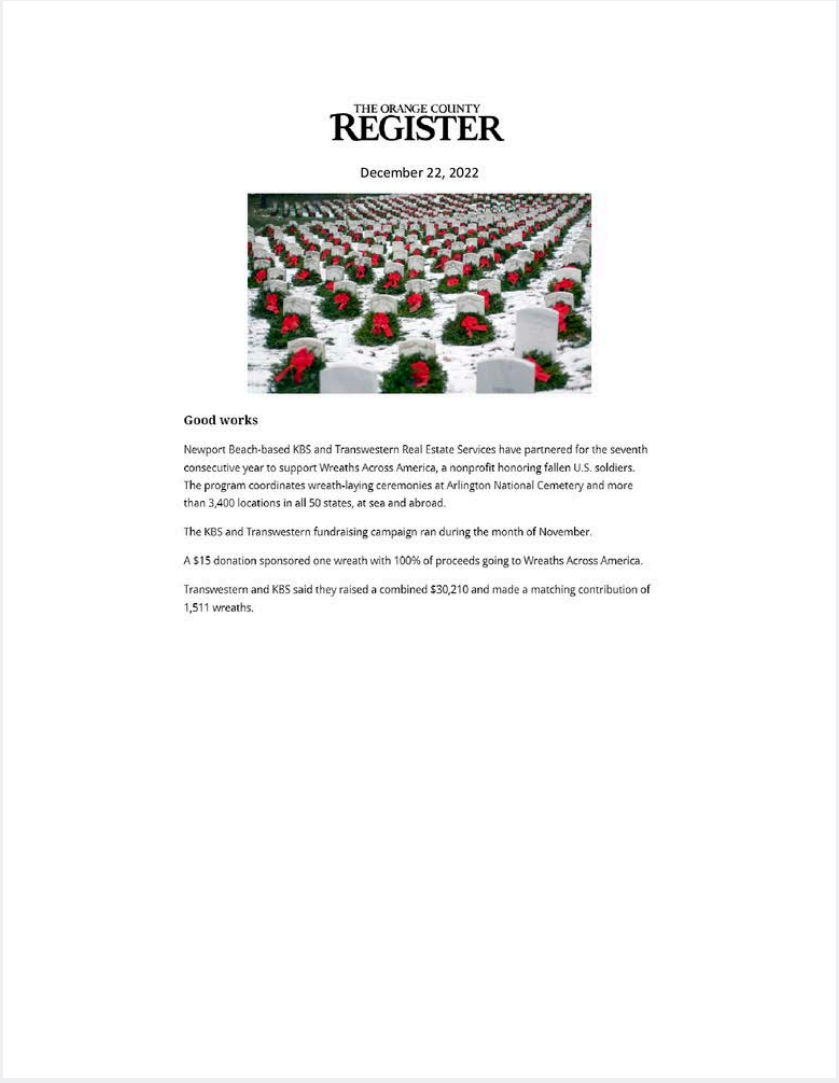
link.globest.com/view/603d61d405c2325...

Monthly Visits **71.5K**

Monthly Visits

Orange County Register

OCRegister.com covers local news in Orange County, CA, California and national news, sports, things to do and the best places to eat, business and the Orange County...



THE ORANGE COUNTY
REGISTER

December 22, 2022

Good works

Newport Beach-based KBS and Transwestern Real Estate Services have partnered for the seventh consecutive year to support Wreaths Across America, a nonprofit honoring fallen U.S. soldiers. The program coordinates wreath-laying ceremonies at Arlington National Cemetery and more than 3,400 locations in all 50 states, at sea and abroad.

The KBS and Transwestern fundraising campaign ran during the month of November.

A $15 donation sponsored one wreath with 100% of proceeds going to Wreaths Across America.

Transwestern and KBS said they raised a combined $30,210 and made a matching contribution of 1,511 wreaths.

December 22, 2022 ONLINE

The Orange County Register (56-02592)

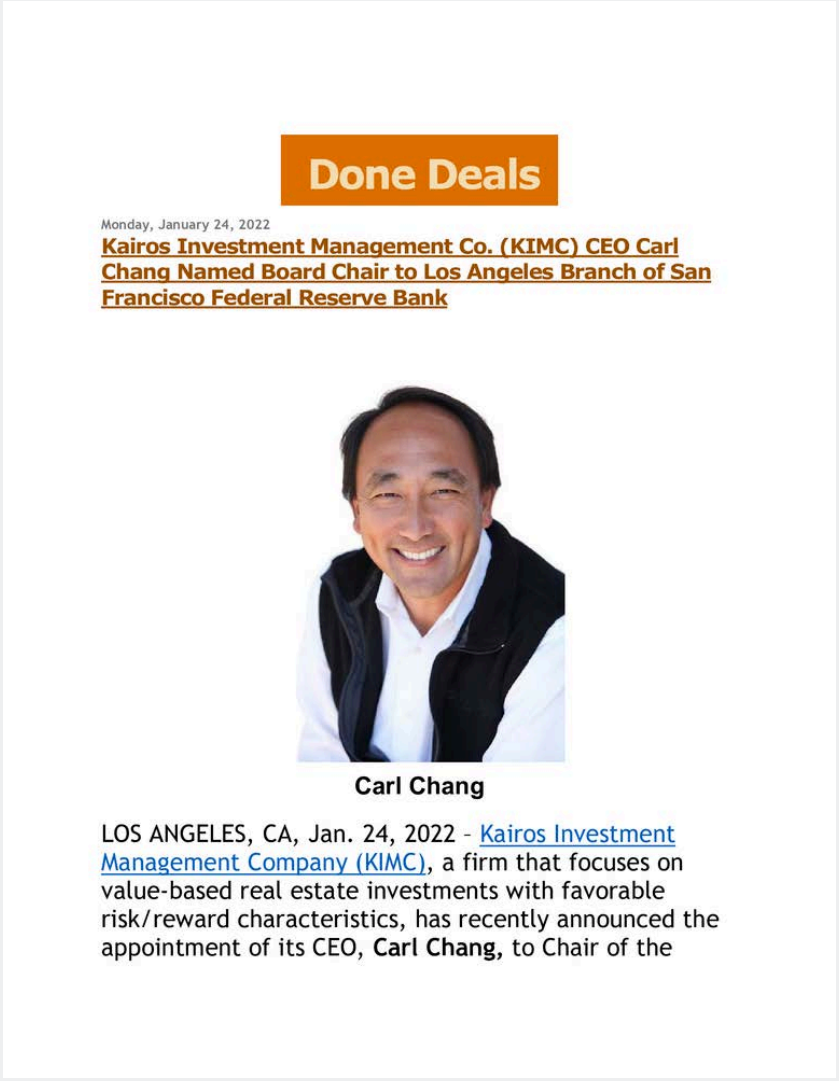
ocregister.com/2022/12/22/real-estate-ne...

Monthly Visits **740K**

Monthly Visits

Done Deals

Good morning, Friends: This is your Free site to publish daily real estate-related news releases. The releases may be edited for length. Photos in JPEG or GIF format will also...



Done Deals

Monday, January 24, 2022

Kairos Investment Management Co. (KIMC) CEO Carl Chang Named Board Chair to Los Angeles Branch of San Francisco Federal Reserve Bank

Carl Chang

LOS ANGELES, CA, Jan. 24, 2022 - Kairos Investment Management Company (KIMC), a firm that focuses on value-based real estate investments with favorable risk/reward characteristics, has recently announced the appointment of its CEO, **Carl Chang,** to Chair of the

January 24, 2022 ONLINE

Done Deals (10-0954)

alex-donedeals.blogspot.com/2022/01/ka...

Monthly Visits **31.4K**

Monthly Visits

Board for the Los Angeles Branch Board of Directors of the Federal Reserve Bank of San Francisco.

This appointment comes as part of the Federal Reserve Act of 1913, which requires each of the 12 Reserve Banks to function under the supervision of a Board of Directors.

Under this act, the Board of Directors has the responsibility to represent the interests of the 12th Reserve District to help fulfill operational and policy responsibilities.

Federal Reserve Bank of San Francisco
101 Market Street, San Francisco, CA 94105

"This appointment marks a huge step forward for not only our firm but also for firms that are in similar industries as Kairos," says Chang.

“One of our main areas of responsibility as Board members is to act as a link between the government and businesses in the private sector and voice our views on current and future monetary policies.

"I look forward to carrying out this important mission in my new role with the Board.”

Yield PRO

PRO is multihousing news and strategy for owners and operators seeking to increase their asset value through streamlined processes and best practices.

YIELD PRO

Kairos Investment Management Company acquires 103-unit affordable multifamily property in Glendale, Colorado

The property is located close to downtown Cherry Creek and several distinguished educational institutions

January 13, 2022

Kairos Investment Management Company acquired Forest Manor Apartments, a 103-unit affordable multifamily property in Glendale, Colorado. (Photo courtesy of KIMC)

January 13, 2022 ONLINE

Yield PRO (10-01044)

yieldpro.com/2022/01/kairos-investment-...

Monthly Visits **40K**

Monthly Visits

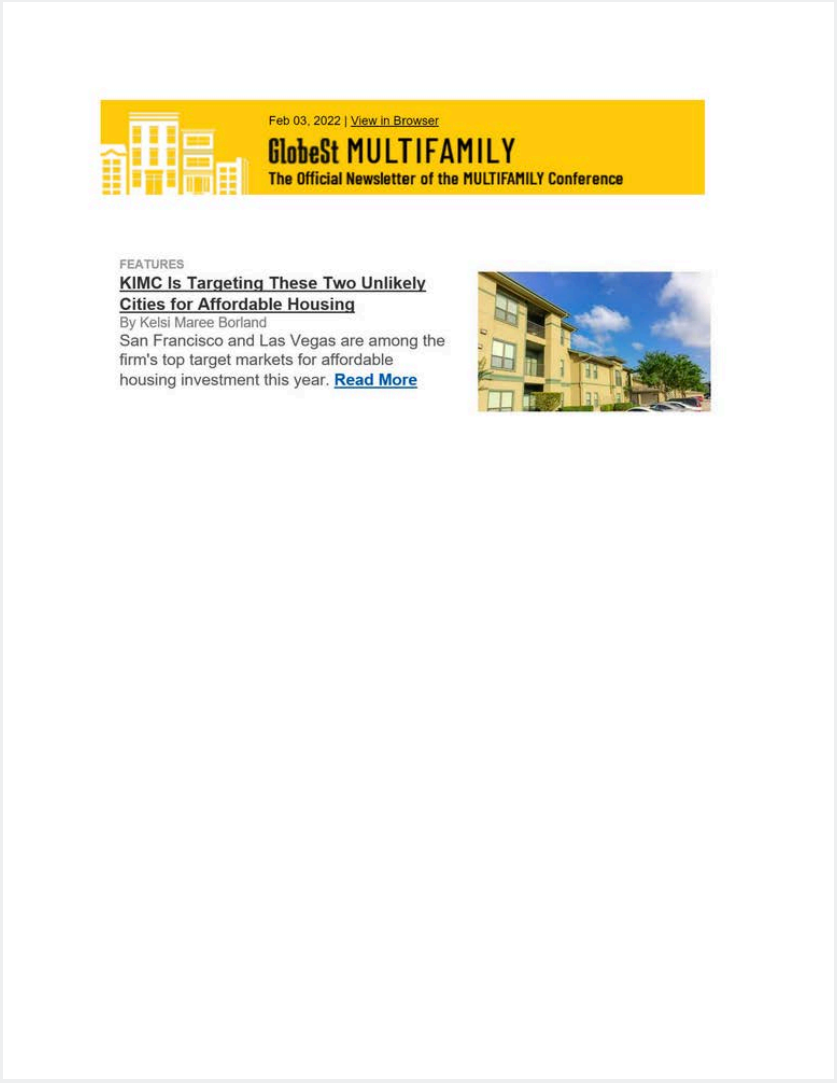
Kairos Investment Management Company (KIMC), a firm that focuses on value-based real estate investments with favorable risk/reward characteristics, has acquired Forest Manor Apartments, a 103-unit affordable multifamily property in Glendale, Colorado.

"Kairos is constantly looking for markets similar to Glendale, Colorado, where there is a strong demand for quality and expertly managed affordable housing communities. In these areas, which tend to be less efficient and competitive, we can apply our differentiating management strategies to provide what we believe to be much-needed and superior affordable housing" says Carl Chang, CEO and Founder of KIMC. "Identifying markets that have experienced significant population growth in the last several years yet have been unable to meet the need for affordable housing, enables us to acquire properties within these areas and improve them and bring them up to market value. This is a win-win for all, as those seeking quality affordable housing can live in such communities while we look to maximize property value."

Forest Manor is located close to Cherry Creek and downtown Denver, only 40 minutes from the Denver International Airport, and provides convenient access to bus stops along Route 83. It is also in close proximity to the University of Denver and other highly rated schools within the Cherry Creek School District.

In addition, residents enjoy convenient access to outdoor amenities such as museums, historical parks, and a variety of shopping and dining locations, all within walking distance or accessible by nearby public transportation services.

GlobeSt. Multifamily



February 03, 2022 OFFLINE

Globe St. Multifamily Newsletter (10-0986)

Monthly Visits **112K**

Monthly Visits

GlobeSt. Spotlight On

February 02, 2022 OFFLINE

Globe St. Spotlight On Newsletter (10-0986)

Monthly Visits **112K**

Monthly Visits

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Features

Domestic Growth Markets Offer Opportunity in Affordable Housing

Kairos Investment Management Company is capitalizing on the supply-demand imbalance of affordable product in growth markets.

By **Kelsi Maree Borland** | January 19, 2022 at 06:24 AM

Demand for affordable housing is continuing to outpace supply—a problem that has been plaguing the country for years and one that Jonathan Needell, president and CIO of Kairos Investment Management Company doesn't imagine subsiding anytime soon. As a result, there is ample investment capital active in the affordable housing sector. To curb the competition, Kairos is focusing on domestic growth markets.

"At Kairos, one of our strategies is capitalizing on the supply/demand imbalance by identifying areas in domestic growth markets in which to invest and targeting multifamily assets in those areas," Needell tells GlobeSt.com. "By acquiring properties in domestic growth markets, we can more efficiently implement renovations and improvements that aim to raise the quality of affordable housing for residents."

January 19, 2022 ONLINE

Globe St. (10-0986)

globest.com/2022/01/19/domestic-growth...

Monthly Visits **112K**

Monthly Visits

Markets that fit the mold have supply constraints with below market rents and improving vaccine rates. “We carefully research and consider market conditions to identify areas offering great potential for investment that are often overlooked or disregarded by other investors,” says Needell. “Our contrarian approach allows us to identify niche markets where we see growth opportunities.”

Following the pandemic, San Francisco and Las Vegas are both markets on the firm’s radar. While the markets are on different scales, they were both badly impacted by the pandemic and are already showing signs of strong recovery. San Francisco, for example, has already seen a rebound in office leasing, a strong sign of recovery. “Companies continue to safely bring back employees to the office and large-scale employers continue to set up offices in the Bay Area,” adds Needell. “An example of this is Facebook parent Meta, which signed a 1 million square-foot lease in the market in early December.” Last year, the firm acquired 209th Street, a mixed-used asset in the city.

Las Vegas, on the other hand, suffered from reduced leisure travelers, but already, visitor numbers are springing back, up 80% from spring 2020. “With lower costs of living and a favorable tax environment for businesses, many tech companies have relocated to the entertainment capital of the world, further highlighting the market’s strength and growth opportunities,” says Needell. In Las Vegas, Kairos acquired apartment community Siena Townhomes.

In addition to focusing on high growth markets, Kairos is also curbing competition by using internal investment management teams, which helps the firm tailor services to support each property. “Following a

contrarian yet well-thought-out path can set investors apart from the pack and position them for future success," says Needell.

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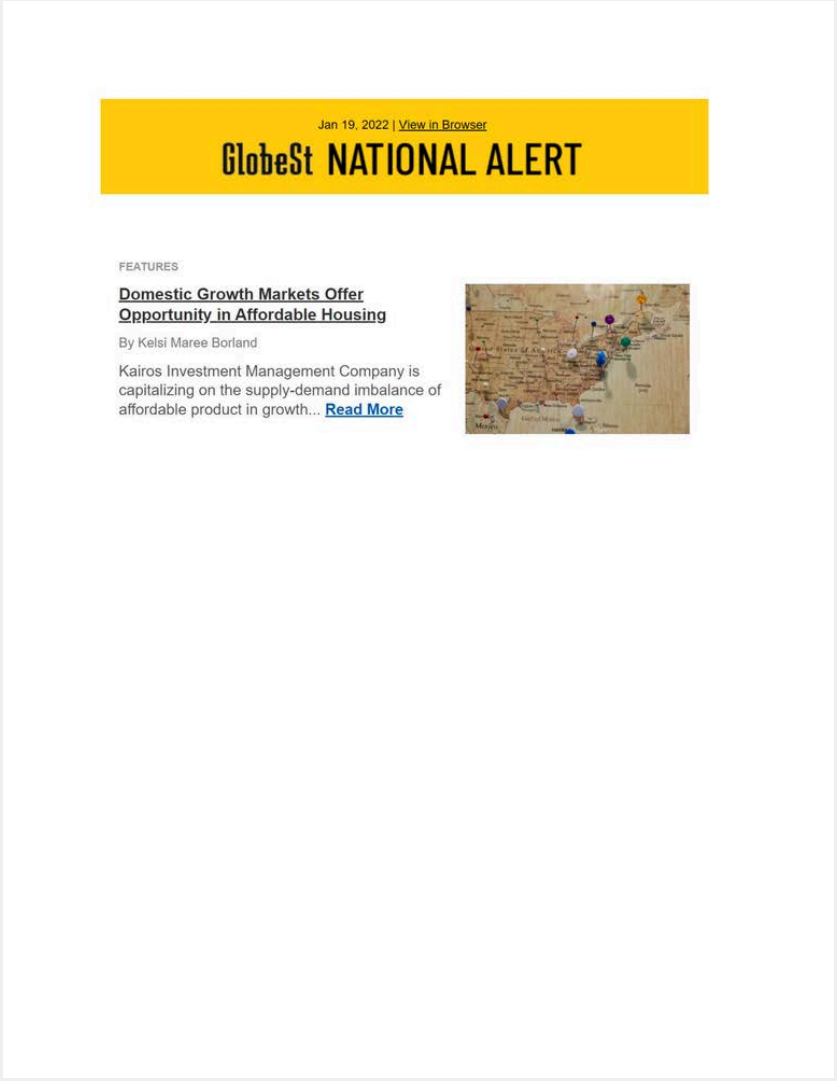

Jan 19, 2022 | View in Browser

GlobeSt NATIONAL ALERT

FEATURES

Domestic Growth Markets Offer Opportunity in Affordable Housing

By Kelsi Maree Borland

Kairos Investment Management Company is capitalizing on the supply-demand imbalance of affordable product in growth... **Read More**

January 19, 2022 ONLINE

Globe St. National Newsletter (10-01037)

link.globest.com/view/603d61d405c2325...

Monthly Visits **112K**

Monthly Visits

Jan 19, 2022 | View in Browser

GlobeSt NATIONAL ALERT

EVENT

Orlando, Las Vegas Top Marcus & Millichap's 2022 Apartment Forecast

By Paul Bergeron

Job creation and household formation are key factors there; Southwest and Florida metros are also highly rated. **Read More**

EVENT

A 'Panicked Fed' and Other Multifamily Headwinds

By Paul Bergeron

CBRE Chief Economist lays out a few concerns as the apartment industry enters 2022 off its roaring 2021 performance. **Read More**

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7 Mistakes to Avoid When You Set New Year's Goals for 2022

It's that time of year again when millions of people start setting New Year's goals. **READ MORE**

EVENT

For Apartment Developers, It's All About Labor, Labor, Labor

By Paul Bergeron

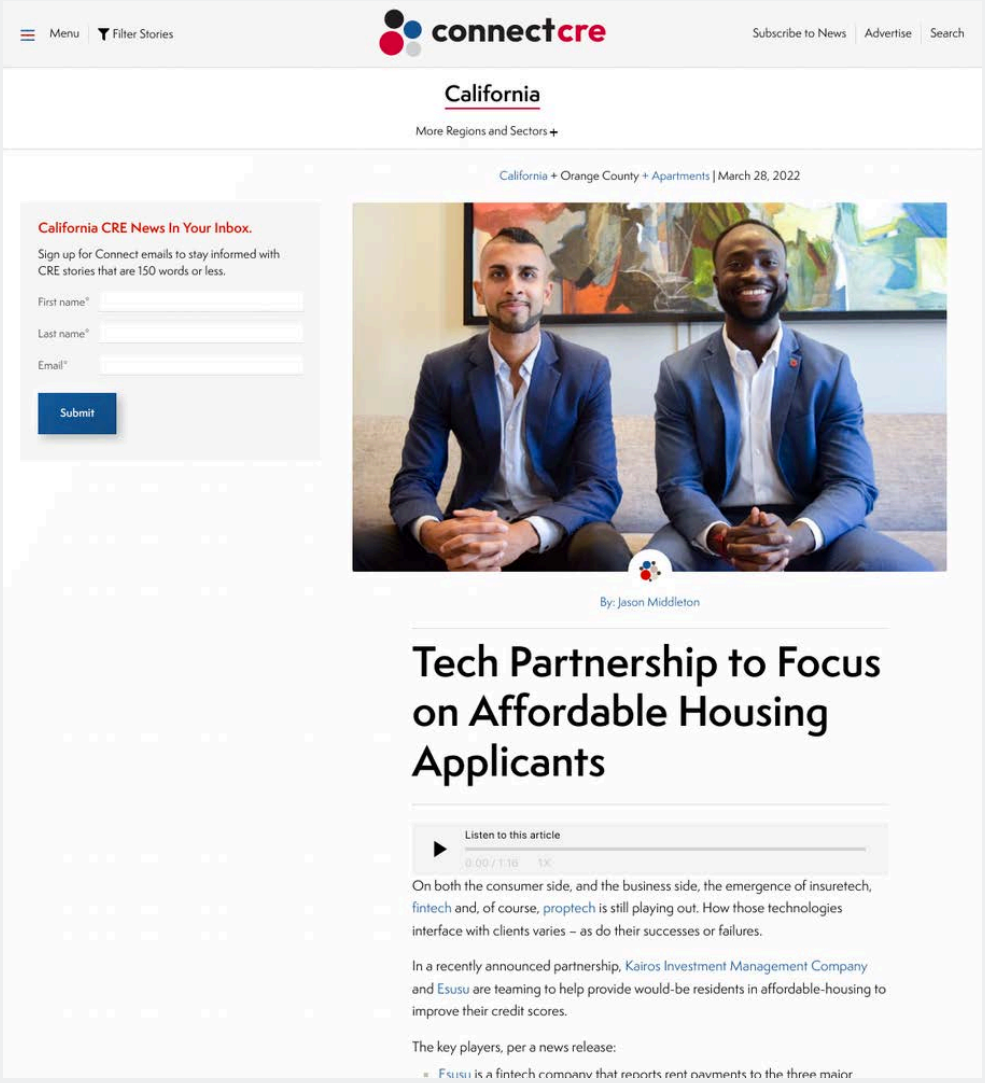
Finding workers and materials are creating challenges in new and value-add projects. **Read More**

ANALYSIS

Office Investors Will Bypass Primary Markets in 2022

Connect CRE California

ConnectCRE brings you the latest commercial real estate news and analysis of current markets so you can stay informed. Visit Our Site



March 28, 2022 ONLINE

Connect CRE California (10-01100)

connectcre.com/stories/tech-partnership-...

Monthly Visits **49.9K**

Monthly Visits

RENTV

Rentv.com provides commercial real estate news about office, industrial, retail and multifamily properties, sales, leases, developments, property management, financings...

March 25, 2022 ONLINE

RENTV (10-01100)

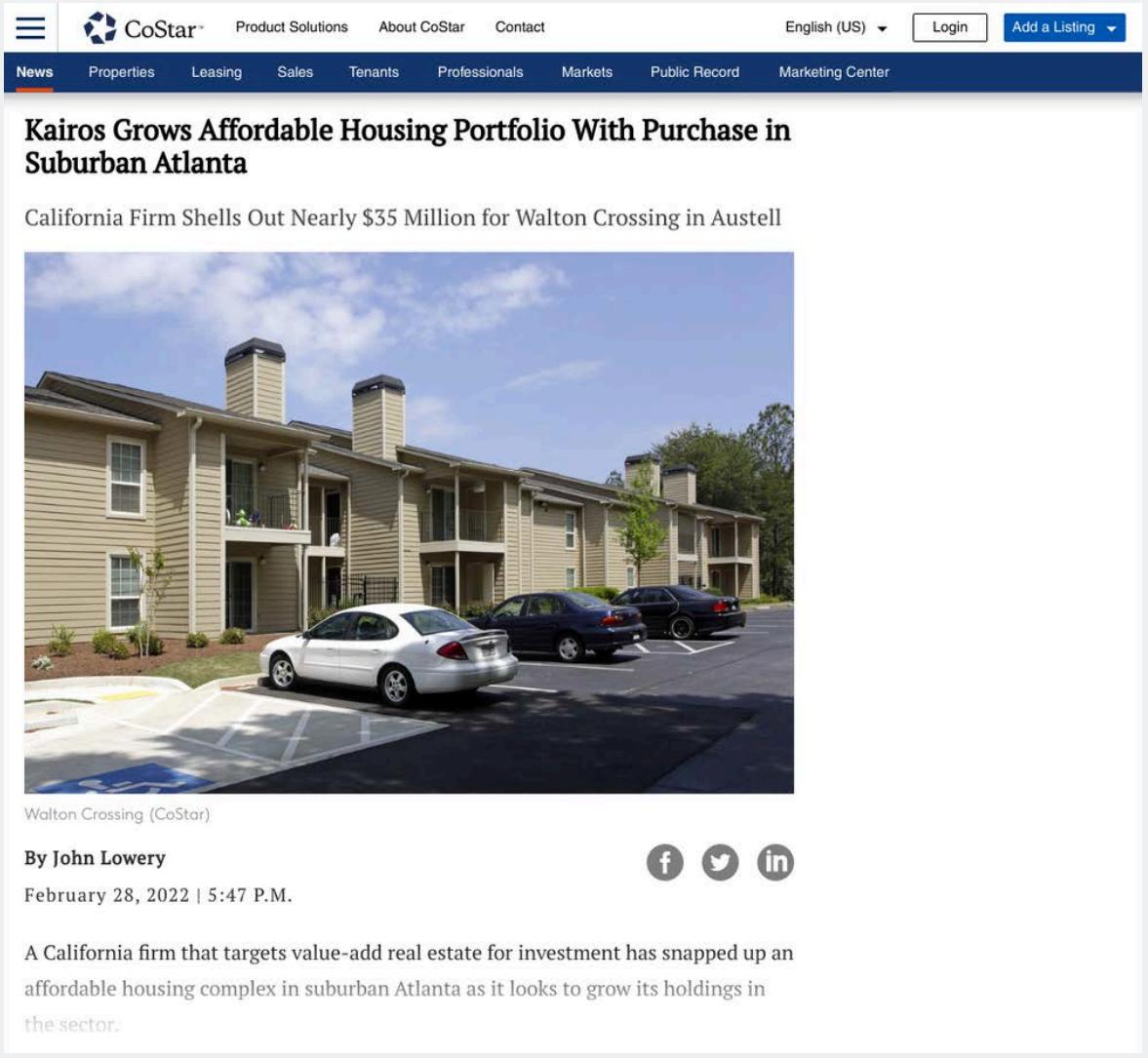
rentv.com/content/southerncalifornia/etce...

Monthly Visits **10.4K**

Monthly Visits

CoStar

CoStar, the world leader in commercial real estate information, has the most comprehensive database of real estate data throughout the US, Canada, UK and...



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News Properties Leasing Sales Tenants Professionals Markets Public Record Marketing Center

Kairos Grows Affordable Housing Portfolio With Purchase in Suburban Atlanta

California Firm Shells Out Nearly $35 Million for Walton Crossing in Austell

Walton Crossing (CoStar)

By John Lowery

February 28, 2022 | 5:47 P.M.

A California firm that targets value-add real estate for investment has snapped up an affordable housing complex in suburban Atlanta as it looks to grow its holdings in the sector.

February 28, 2022 ONLINE

CoStar (10-01330)

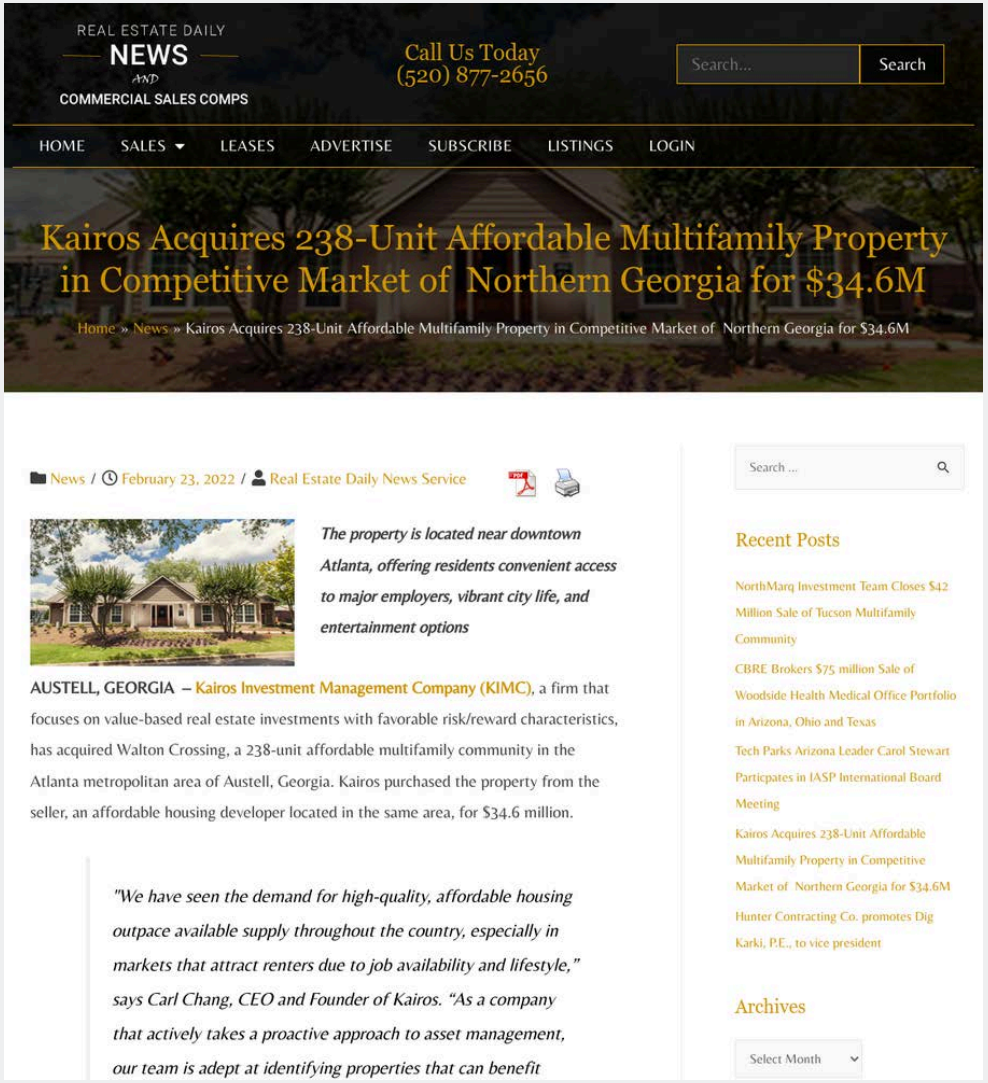
costar.com/article/1414297767/kairos-gro...

Monthly Visits **206K**

Monthly Visits

Real Estate Daily News

TUCSON, ARIZONA (Oct. 13, 2022) The Ajo / Evans Business Center at 1100 & 1200 E Ajo Way and 3819 & 3855 S Evans Blvd. in Tucson sold recently for $5 million ($140...



February 23, 2022 ONLINE

Real Estate Daily News (10-01330)

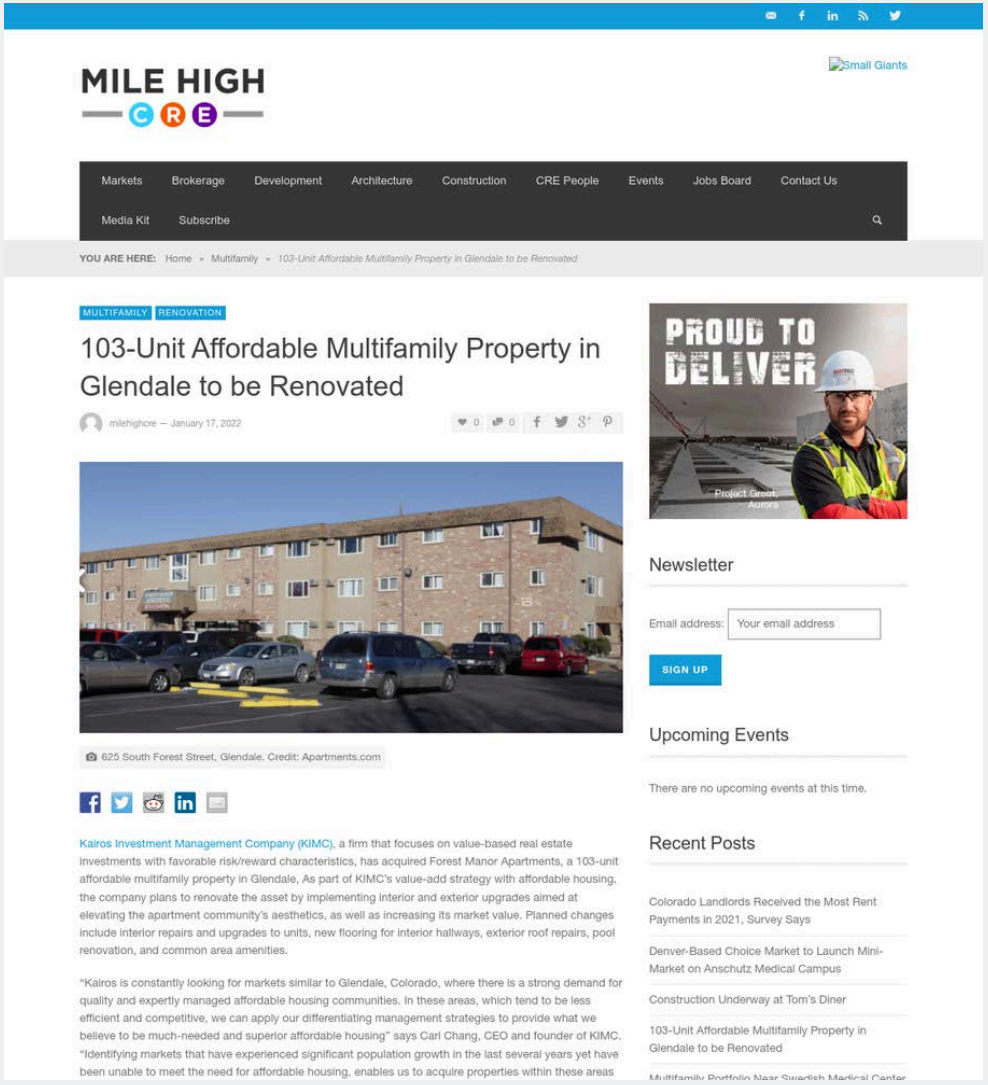
realestatedaily-news.com/kairos-acquires...

Monthly Visits **40K**

Monthly Visits

Mile High CRE

Mile High CRE is the only online CRE publication that is updated daily, providing timely new for the entire commercial development vertical.



January 17, 2022 ONLINE

Mile High CRE (10-01044)

milehighcre.com/103-unit-affordable-multi...

Monthly Visits **92.9K**

Monthly Visits

Orange County Business Journal

DECEMBER 19, 2022 COMPANIES THAT CARE ORANGE COUNTY BUSINESS JOURNAL 8-29

2022 COMPANIES THAT CARE

Alignment Health *Orange* Healthcare
Alignment has a commitment to serving seniors in the community through their longstanding partnership with Meals on Wheels Orange County, formerly SeniorServ. Alignment aims to deliver the most significant impact to members by removing as many barriers as possible, such as food insecurity, to move toward health equity.

Alteryx *Irvine* Information Technology
Alteryx for Good, social impact program, was founded in 2016 and reaches the community through five core pillars: Health, Education, Workforce Development, Basic Needs and Sustainability. In 2021, employees supported over 470 nonprofit organizations through either volunteerism or monetary donations using the Alteryx for Good Giving Portal.

Antis Roofing & Waterproofing *Irvine* Roofing
Living by "Keeping Families Safe & Dry," each of the company's employees are devoted to quality product and service in equal measure with giving back to the Orange County community. Antis employees are often scheduled to use their company trucks, tools and abilities to support several non-profits with their skilled labor.

Applied Medical *Rancho Santa Margarita* Medical Device
Applied Medical partners with more than 170 nonprofits across the globe to support their vital efforts through in-kind donations, team member volunteering and financial support. The company received the first Community Impact Award from the Girl Scouts of Orange County in 2022.

Apriem Advisors *Irvine* Financial Services
Apriem Advisors supports their community and clients through the APRIEM CARES initiative, employee donations and volunteering, and the Apriem Charitable Fund.

Art Lewin Bespoke *Newport Beach* Custom Clothing Manufacturer
Since 1997, Art Lewin Bespoke has donated to the Salvation Army through a program that rehabilitates drug users and provides shelter and clothing needs. Approximately 1200 suits are donated per year.

Avanir Pharmaceuticals Inc. *Aliso Viejo* Pharmaceuticals
Avanir is wholly invested in the Orange County community, offering support to those affected by Alzheimer's disease, those struggling with financial security and the youth who make up pharma's next generation of leaders. The company is a huge supporter of Alzheimer's Orange County through the Annual Gala, the "Walk and Run 4 Alzheimer's" event and the Women's Philanthropy Fund Breakfast.

Bank of America *Newport Beach* Finance
Bank of America develops strong partnerships with Orange County nonprofits addressing issues fundamental to economic mobility and social progress in low- and moderate-income communities. Bank of America also helps improve the lives of individuals and families by investing in basic needs to address food insecurity and improve health outcomes.

Bioplate Inc. *Placentia* Medtech: Lifesciences
Bioplate participates and raises money for the American Heart Association Walk and Heart of Orange County; CHOC Toy Drive participation; Beach Clean-Up; Mentoring with Ambassadors of Compassion; General Member of CEO Alliance; Father & Sons Speak Board position; and Gospel Patrons Profile.

Blue C *Costa Mesa* Creative Marketing Agency
The Blue C Cares program supports the community in which we serve, those in need and ongoing mentorship form the next generation.

Burnham, A Baldwin Risk Partner *Irvine* Insurance
In addition to supporting Breast Cancer Solutions and the WISEPlace Homeless Shelter, in 2022 Burnham Benefits partnered with Soles4Souls to provide 1,257 homeless kids with new shoes for school.

CalOptima Health *Orange* Healthcare
CalOptima Health believes that when members are covered, that elevates the entire Orange County community, creating a healthier and more equitable environment for all.

Cathworks *Irvine* Medical Device
CathWorks is a proud supporter of the American Heart Association (AHA), The Council on Aging Southern California (COASC), and UCI.

City National Bank *Irvine* Banking
In 2021, City National Bank invested in organizations focused on affordable housing, financial education, racial justice and economic development.

Clark Construction Group-CA, LP *Irvine* Construction
Clark employees volunteer over 8,000 hours each year to support causes like the ACE mentor program, Taller San Jose Hope Builders, Habitat for Humanity, The Priority Center's Thomas House, CHOC, Illumination Foundation, Second Harvest Food Bank Orange County, HomeAid Orange County, Irvine Animal Care Center, The Orangewood Foundation Lyon Workforce Academy, and the American Heart Association.

CommerceWest Bank *Irvine* Commercial Banking
For 21 years CommerceWest Bank has supported numerous charities for Southern California nonprofits, primarily focusing on children and individuals with disabilities, those experiencing a hardship in their life, and those battling life threatening diseases.

December 19, 2022 PRINT

Orange County Business Journal (56-02531)

ocbusinessjournal.pressreader.com/oran...

Monthly Visits **15.4K**

Monthly Visits

2022 COMPANIES THAT CARE

Disneyland Resort *Anaheim* Tourism/Theme Parks
Disneyland Resort gives back to the community in many ways including cash and in-kind donations to local nonprofit organizations, leaders serving on boards and thousands of Disney VoluntEARS hours provided by cast members.

Ducommun Incorporated *Santa Ana* Aerospace and Defense
This year, Ducommun continued their partnership with Orange County United Way as a Champion Sponsor of their 2022 Rally for Change celebration. In addition, they organized a beautification project at a local elementary school and implemented United Way's Philanthropy Cloud donation platform companywide.

Edwards Lifesciences *Irvine* Medical Technology
Employee enthusiasm for giving time and talent for charitable activity is at an all-time high and at least 86% of employees participated in charitable activities in the past 12 months, including Edwards leaders serving on the board of directors of 55 Orange County charities.

Enterprise Bank & Trust *Los Angeles* Banking
Vice President, Community Development, Nora Perez, currently serves as an advisory board member of the Orange County Community Housing Corp, whose mission is to transition extremely low-income families toward greater self-sufficiency by assisting them with housing and education. Additionally, Executive Vice President and Director of Commercial Banking, John Meek, recently joined the Junior Achievement of Orange County Board of Directors. Junior Achievement helps prepare young people with the resources they need to overcome economic inequity by providing lessons in financial literacy, work and career readiness, and entrepreneurship.

Farmers & Merchants Bank *Long Beach* Financial
In 2022, F&M has provided donations, sponsorships, in-kind donations and access to grant programs to over 320 Orange County organizations, whose causes range from fighting food insecurity and providing resources for after-school programming, to providing care for persons with disabilities.

Fit Body Boot Camp Foothill Ranch *Foothill Ranch* Fitness/Personal Training
Owners Ali and Oz Rosales of Fit Body Boot Camp Foothill Ranch embarked on a mobility-focused philanthropic endeavor, through the Free Wheelchair Mission, with their entire client and staff community. Using fitness goals and challenges, they collectively raised awareness in their community for a global need and fundraised 205 wheelchairs to be sent to people living with disabilities in developing countries.

Fivepoint *Irvine* Land Development/ Real Estate
Fivepoint is collaborating with nonprofits that actively address some of the state's most urgent challenges: job creation, housing insecurity, equity in education, access to healthcare, mitigating climate change, and preserving biodiversity.

Golden State Foods *Irvine* Foodservice and Manufacturing
The GSF Foundation (GSFF), founded in 2002 and celebrating its 20-year anniversary, has built upon the existing community involvement of GSF associates. Beyond food insecurity-focused fundraising and grant-making, volunteers shelve donations in food pantries, glean produce from fields, and distribute groceries to neighbors in need. GSF associates have also provided their warehouse and transportation logistics expertise to help food banks operate more efficiently and safely.

Haskell & White LLP *Irvine* Accounting
Haskell & White supports many nonprofit organizations including: UCI Diabetes Center, The Discovery Cube Orange County, Mariposa Women and Family Center, The Priority Center, Laura's House, Wings for Justice, Orange County On Track, Boys and Girls Clubs of Central Orange Coast, Arts OC, The Laguna Playhouse, Irvine Barclay Theatre, and South Coast Repertory.

Hyundai Motor America *Fountain Valley* Automotive
Hyundai, Hyundai Hope On Wheels, and the Genesis Inspiration Foundation donate to many organizations in the Orange County Community including CHOC, the Boys and Girls Club of Huntington Valley, Ssecond Harvest Food Bank, Cal State Fullerton and MacArthur Fundamental Intermediate School in Santa Ana.

Idea Hall *Costa Mesa* Marketing and Communications
Dedicated to exemplifying her agency's mantra "Champions of All Things Good" in every aspect of business, Idea Hall CEO Rebecca Hall is continually searching for new ways to support local causes and partner with community-minded organizations.

Impact Wealth Management *Irvine* Financial Services
Impact Wealth Management is passionate about closing the wealth, gender, and income gaps in their company. They work to solve these problems by offering a tuition reimbursement program, financial education courses, and employee volunteer opportunities.

Ingram Micro Inc. *Irvine* Information Technology
Ingram Micro has made a fostered a deep relationship with OC United Way, pledging to help them break barriers and improve lives for underserved and at-risk communities in Orange County. In addition, Ingram Micro supports Girls Inc., Big Brothers Big Sisters, Susan G Komen, One OC, and others.

KBS Realty Advisors *Newport Beach* Commercial Real Estate
KBS executives and team members have donated time, money, and effort to charitable organizations including J.F. Shea Therapeutic Riding Center, Orange County Coastkeeper, Crittenton Services for Children and Family, Second Harvest Food Bank and other organizations across the nation.

2022 COMPANIES THAT CARE

Leisure Capital Management *Costa Mesa* Wealth Management
2022 marked the second year of participation in the War Heroes on Water (WHOW) Tournament in Newport Beach. LCM donated to WHOW, one of the largest programs in the country dedicated to raising funds for continued therapeutic services for combat-wounded Veterans, and to their partner, Freedom Alliance.

McCarthy Building Companies Inc. *Newport Beach* Construction
McCarthy Heart Hats, the company's national community outreach program was started over 20 years ago. To-date they have worked with over 200 organizations, focusing on organizations and activities employee-owners are keenly interested in, such as Orange County Rescue Mission, American Heart Association OC, Big Brothers Big Sisters, UCI Health/UCI Anti-Cancer Challenge, and Children's Hospital Orange County, and more.

MCDA CCG Inc. *Placentia* Business Consulting
MCDA CCG provides strategic financial, human resource and operational guidance for these organizations to better assist the communities they serve.

MemorialCare *Fountain Valley* Healthcare
MemorialCare, which has about 5,800 employees in Orange County, in 2022 donated to organizations including the OC Rescue Mission, Meals on Wheels, Boys & Girls Club and the Vietnamese American Cancer Foundation.

Montage Laguna Beach *Laguna Beach* Hospitality
Hearts of Montage is dedicated to supporting organizations that provide empowerment opportunities to those in need. Areas of focus include education, senior citizen care, family socioeconomic assistance, healthcare/disease prevention, environment protection and education.

My Private Professor LLC *Irvine* Education
When Sona Shah — CEO and Founder of My Private Professor (MPP) — began growing her tutoring company, she soon realized that simply offering tutoring wasn't enough. She needed to stay true to her mission: providing educational support to as many students as possible.

Norms Restaurants *Bellflower* Restaurant/ Food Service
Norms Restaurants, LLC supports many nonprofits, schools and community programs, including a featured partnership with Make-A-Wish Orange County & the Inland Empire.

O Arch Inc. *Irvine* Architect
O Arch supports multiple organizations dedicated to supporting under privileged children and families. O Arch also designs the offices of multiple non-profit organizations in Orange County.

Orange County's Credit Union *Santa Ana* Financial Services
Since its recent recognition as a Community Development Financial Institution (CDFI) in 2020, Orange County's Credit Union is dedicated to providing fair, affordable, and accessible services that address challenges faced by low-income families and communities. In addition, The Credit Union has been a proud supporter of CHOC for over a decade.

Pacific Dental Services *Irvine* Healthcare
In 2022 Pacific Dental Services celebrated the 12th Annual Smile Generation Serve Day. In 2022, dentistry has been donated to 132 patients throughout Orange County.

Pacific Life *Newport Beach* Financial Services
In 2022, Pacific Life and the Pacific Life Foundation plan to help more than 220 Orange County nonprofits.

Perficient *Irvine* Technology Consulting
Perficient Gives charitable match program, offering colleagues the opportunity to make donations to eight great causes that are matched by Perficient. Locally, the Orange County team has participated in numerous community service initiatives in 2022, including Community Cup initiative and Hunger Action Month with Feeding America.

Powerstone Property Management *Irvine* HOA Community Management
Powerstone Property Management became involved with the Pediatric Cancer Research Foundation early on when they only had 10 employees. The company participates in PCRF's "Reaching for the Cure," their annual Gala fund raiser, Run/Walk event and their own sponsored events with our extended network including raffles, lunches, auctions etc.

Providence *Irvine* Health
Providence helped tackle some of the local community's toughest challenges – housing for those who are suffering from homelessness, providing nutritious food to those in need and offering physical and mental health care to the most vulnerable.

RBA Builders Inc. *Fountain Valley* Construction
RBA Builders is a proud long-time sponsor of Operation Surf, the OC Women In Construction chapter, local school programs, and the building and continual care of the Huntington Beach 9/11 Memorial.

Rosendin *Anaheim* Construction
Through Rosendin's work with the American Heart Association's annual Heartwalk, the National MS Society's Bike MS, and the annual golf tournament held to benefit the Navy Seal Foundation, employees are actively involved in fundraising and volunteerism throughout Orange County.

RSM US LLP *Irvine* Audit, Tax & Consulting
The RSM Birdies Fore Love program is a giving platform tied to The RSM Classic. Throughout 2022, employees participated in Birdies Fore Love through financial and time donations, supporting Olive Crest and Big Brothers Big Sisters. A total of 171 employees participated financially and through volunteering.

2022 COMPANIES THAT CARE

Snell & Wilmer *Costa Mesa* Law Firm
The Snell & Wilmer Charitable Foundation was established in 2002 with the goal to have a positive and direct impact on the lives of children in the communities they serve by supporting and enhancing their early education. In addition, all attorneys and paralegals are encouraged to commit a minimum of 50 hours per year to some type of pro bono activity.

Snyder Langston *Irvine* Construction
Snyder Langston's charitable commitments include an employee giving program, annual fundraising events, ongoing donation of time and resources, as well as a newly launched scholarship program.

SoCal Gas *Los Angeles* Natural Gas Distribution Utility Company
SoCal Gas supports programs that protect and preserve the environment; promote education and workforce development; support for the unhoused and veterans; and encourage emergency preparedness and safety.

Soul Community Planet *Laguna Beach* Hospitality
Soul Community Planet supports and participates in Miracles for Kids and Boardriders Foundation/ SeaTrees.

soul&beautyMEDx *Mission Viejo* Medspa
Over the last decade, the MEDICA aesthetic practice, its team, and their devoted clientele have supported CASA of Orange County, Gold Rush Cure Foundation, Tesoro High School's athletic programs, and Santa Margarita High School's athletic programs.

Sounds of Color Studio *Santa Ana* Education
Sounds of Color Studio donates its time, goods and services to Sunrise Senior Living Center, CHOC Hospital, Ryan Seacrest Foundation, the Anaheim Public Library, and more.

Sundt Construction Inc. *Irvine* Construction
The Sundt Foundation was established in 1999 as a way for employee-owners to give back to the communities in which they live and work. The largest and most impactful grants were presented to Innovative Housing Opportunities (IHO) and Priority Center Ending the Generational Cycle of Trauma.

Swinerton *Santa Ana* Construction
The Swinerton Foundation helps build sustainable cities and neighborhoods by partnering with community-focused nonprofit organizations to support health, social services, cultural, education, and environmental programs that benefit all members of the community.

Taco Bell *Irvine* Food
Taco Bell Foundation, Inc. is a 501(c)(3) public charity that helps America's young people pursue their educational goals and career aspirations.

Technologent *Irvine* IT Services
Technologent has supported organizations such as Girl Scouts of America and Girls who Code for many years. Technologent and their employees also support philanthropies such as A Mighty Change of Heart and Meals on Wheels.

The DOT Corp *Irvine* Fulfillment, Mailing and Print
The DOT Corp partnered with their client Wahoo's Fish Tacos to support California Love Drop and High School Inc. They have also connected retail clients, such as OMG Accessories, with organizations that need product donations.

The Lukes Network LLC *Aliso Viejo* Marketing, PR, Stainability Consulting
The Lukes Network gives significant time volunteering in the areas of hunger & homelessness and economic & workforce development by serving on the executive committees and boards of Habitat for Humanity of Orange County and the Orange County Workforce Development Board.

The Ranch at Laguna Beach *Laguna Beach* Hotel Resort
The Ranch at Laguna Beach is an incredible community partner, supporting not only local non-profits like Laguna Canyon Foundation, but also many other environmental sustainability efforts in the community.

The Tennis & Pickleball Club at Newport Beach *Newport Beach* Private Club/Sports
The club works directly with the CEO's and leaders of Casa OC, Miracles for Kids, Make a Wish, TACA Now, John Wayne Cancer Foundation, JDRF, Susan G Komen and many more local and national organizations to create a unique Pickleball experience for their fundraising goals.

Thermal-Vac Technology Inc. *Orange* Heat treating, brazing, chemical processing, specialty coatings
Over three years ago, TVT was excited to be introduced to Chrysalis, a nonprofit that changes lives through jobs by helping people experiencing homelessness, poverty, and the criminal justice system overcome barriers to employment.

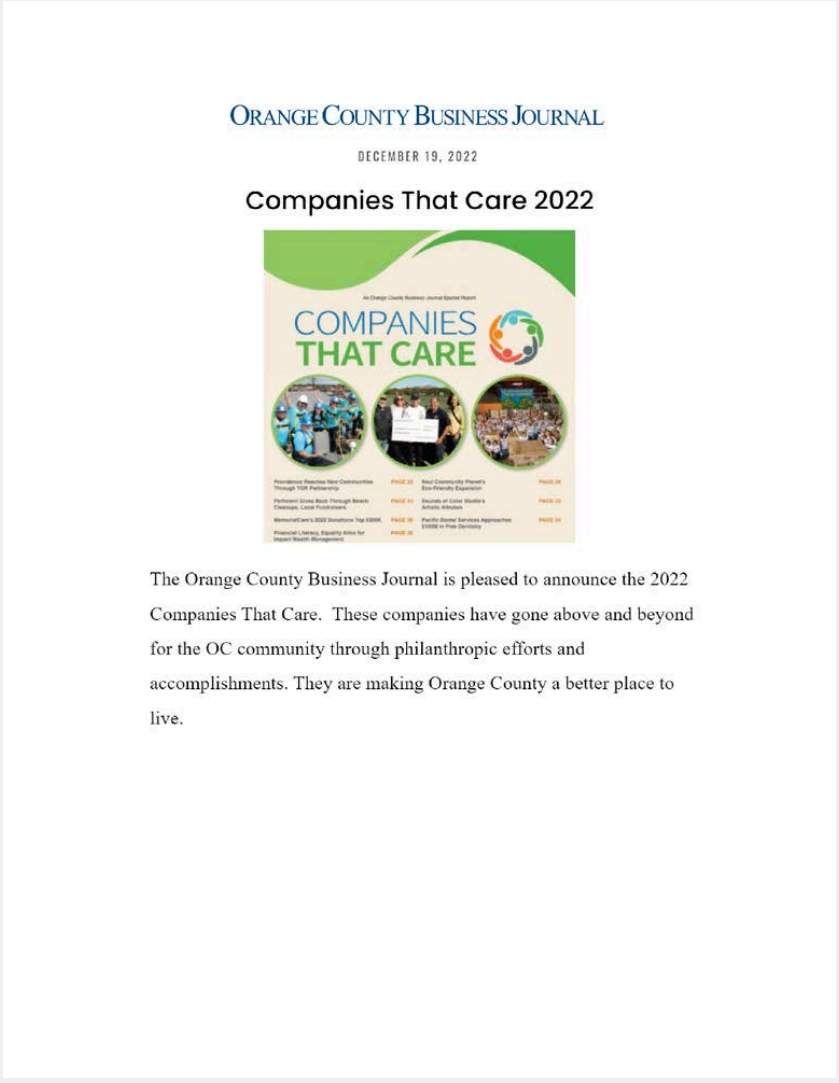
ViewSonic Corp. *Brea* Display Technology
ViewSonic supports local schools, after school programs and the United Way to support education. Children and education will always be a focus for the company and it's employees strive to make a difference in their education and lives.

Windes *Irvine* Tax, Audit, Advisory
Windes contributes financially to numerous charitable and professional organizations in Orange County that promote the health and welfare of the community.

Woodruff Sawyer *Irvine* Insurance
The Woodruff Sawyer year-round Community, Action, Responsibility, Enhancement (CARE) projects represent grassroots efforts—spearheaded by employees—to give back.

Xperience Restaurant Group *Cypress* Hospitality
Xperience Restaurant Group locations get involved in many ways throughout the year including, World Kindness Day, Veterans Day discounts, Collette's Children's Home's Adopt a Family Program, St. Patrick's Day Party benefiting Megan's Wings, Barks of Love Animal Rescue, and raising money for the Hispanic Scholarship Fund.

Orange County Business Journal



ORANGE COUNTY BUSINESS JOURNAL

DECEMBER 19, 2022

Companies That Care 2022

The Orange County Business Journal is pleased to announce the 2022 Companies That Care. These companies have gone above and beyond for the OC community through philanthropic efforts and accomplishments. They are making Orange County a better place to live.

December 19, 2022 ONLINE

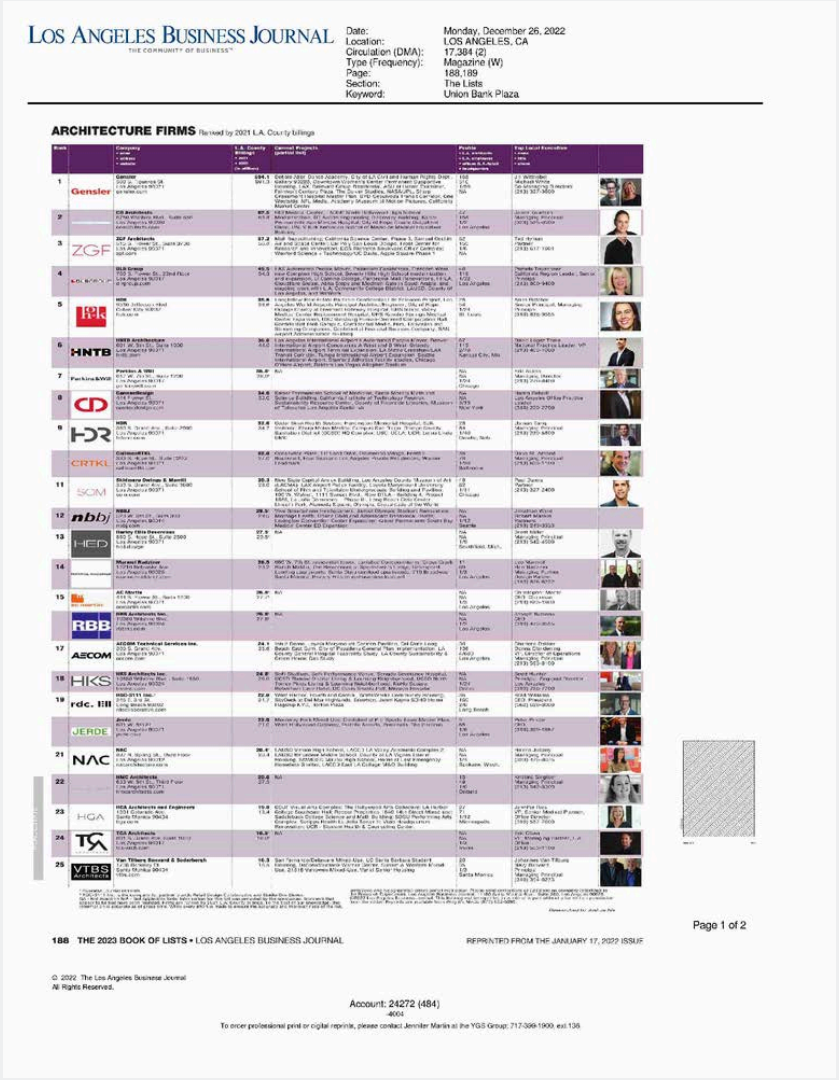
Orange County Business Journal (56-02531)

ocbj.com/custom-content/companies-that...

Monthly Visits **63.2K**

Monthly Visits

Los Angeles Business Journal



LOS ANGELES BUSINESS JOURNAL
THE COMMUNITY OF BUSINESS

Date: Monday, December 26, 2022
Location: LOS ANGELES, CA
Circulation (DMA): 17,384 (2)
Type (Frequency): Magazine (W)
Page: 168,189
Section: The Lists
Keyword: Union Bank Plaza

ARCHITECTURE FIRMS Ranked by 2021 L.A. County billings

Page 1 of 2

188 THE 2023 BOOK OF LISTS • LOS ANGELES BUSINESS JOURNAL REPRINTED FROM THE JANUARY 17, 2022 ISSUE

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December 26, 2022 PRINT

Los Angeles Business Journal (56-000)

Monthly Visits **17.4K**

Monthly Visits

LOS ANGELES BUSINESS JOURNAL
THE COMMUNITY OF BUSINESS™

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Location: LOS ANGELES, CA
Circulation (DMA): 17,384 (2)
Type (Frequency): Magazine (W)
Page: 188,189
Section: The Lists
Keyword: Union Bank Plaza

ARCHITECTURE FIRMS *continued*

Rank		Company	L.A. County Billings	Current Projects (partial list)	Profile	Top Local Executive	
26	JEN-NYON FAIN	**Johnson Fain** 1201 S. Broadway Los Angeles 90015 jenningfain.com	$58.0 $17.0	NA	NA NA 1/3 Los Angeles	Eric Johnson Jen Fain Co-Principal (458) 014-6008	
27		**Wave Maksoud** 1/1a Archery Blvd., Suite 2110 Los Angeles 90017 wavemaksoud.com	16.8 12.7	2130 Violet, Data pri, 1408 Broad, Pasadena Tech Center, The Grace Harrison Historical, Apollo 13 Series	4 29 1/54 Irvine	Reggie Valentine Wave Zand Partner / Master Registered Director Director, Interior Architecture & Design Vice Chairperson (310) 903-4046	
28	HPA Hanna & Pomerantz	**Hanna & Robertson Architects Inc.** 10-12 West Boylston Blvd. Culver City 90230 hpainc.com	14.0 15.2	NA	NA NA 1/5 Culver City	Jeff Hanna Craig Robertson Principals (310) 995-3188	
29	NADEL	**Nadel Architecture + Planning** 1000 S. Bundy Drive, Suite 400 Los Angeles 90063 nadelarch.com	14.0 14.0	Freedom Plaza, Beaudoin Hotel, Rosehill Hotel, Century Spring Street Hotel, Showplace Mall, Pac Hollywood, Pico Homeless, Dufwell Dairy Elementary School, Ventura Marketplace	NA NA 1/3 Los Angeles	Craig Lee Marlene Pritchard (310) 826-3106	
30	5+	**5+design** 1024 N. Orange Drive, Suite 210 Hollywood 90038 5plusdesign.com	13.9 15.0*	NA	NA NA 1/3 Los Angeles	Michael Ell Eliot Hatfumaji Co-Managing Partners (323) 308-5508	
31		**Bruce Associates** 4353 San Vicente Blvd., Suite 200 Los Angeles 90042 gmail.associates.com	12.2 13.9*	NA	NA NA 1/3 Los Angeles	Michael Coomata Managing Partner (323) 937-4778	
32	CORGAN	**Corgan** 1807 Bonner Parkway, Suite 640 Culver City 90070 corgan.com	11.9 13.5	Long Beach Airport Terminal Area Improvements Phase II, Jeju Shinhwa Airport Rental Car Center, Gondola LAX Exit Corner, 10 Project Ad Astra Gardens, KAIA Headquarters, Parker, Meadows, Kaiser Permanente, Confidential Wealth Management, Confidential Bank Client, Confidential Tech Client Office Expansion	5 30 1/14 Dallas	Brent Kelley Managing Principal (310) 478-0001	
33		**Steinfeld/Houghtaen Architects** 2882 Wilshire Ave. Culver City 90232 shughtaenarchitects.com	11.7 5.1	Brentwood Retail Center, Offshore Residence, Sunrise Way Residence, Lake View Residence, Beloit, 653 PSH, 3900 Jefferson, 2201 Residences, 2900 Crenshaw, 1906 Residences, 8925 Jefferson	6 27 1/3 Culver City	Russell Steinfeld Partner (310) 204-0688	
34	KPA	**KPA Architecture** 3573 Hayden Ave. Culver City 90232 kpaarchitecture.com*	11.0* 12.9	Ivy Station, Lowell/Ivy, L.A. 1081 Sepulveda, West L.A. 27 Campus, 28 Campus (MCA), Yale, 1550 Ui-ions, PATH Metro Villas, Safe Landing, SPC, Shoreline Court, Florence Mills Apartments, American Dance, 711 Colorado, 1641 Lincoln, 1606 Lincoln & 1607 Electric Court, 1662 Electric, Flagpole Apartments, Yale Medical Plaza	NA NA 1/1 Culver City	Jonathan Watts Partner (310) 398-7975	
35		**Rochlin Partners** 8843 National Blvd. Culver City 90232 rochlinpartners.com	10.3 7.4	Shaffer Middle School New Classroom Building, Alhambra High School Modernization, Santa Maria High School 50 Classroom Building, Norwalk High School Sports Fields	9 28 1/1 Culver City	Michael Rochlin Richard Ingrassia Design Principal Managing Principal (310) 204-3456	
36	steinberg hart	**Steinberg Hart** 915 W. 7th St., Suite 1100 Los Angeles 90017 steinberghart.com	9.0 9.8	AMP Lofts, Lee Parsek Modular Housing, 5th Street Housing, The Gateway Hotel, Hampton Hotel, Emerald Hotel, Montclair Hotel, UMJ Student Housing, Harvey Mudd College, Scott A. McGregor Computer Science Center, Cal Poly Pomona Cal Hills Student Housing, 4th Street & La Jolla, 2000 Fall Festival, Lookout Housing	NA NA 1/5 Los Angeles	Dan Hart CEO, President (213) 629-2500	
37	Stantec	**Stantec** 300 N. Lake Ave., Suite 400 Pasadena 91101 stantec.com	8.8 10.1	Lucas Museum of Narrative Art, Kaiser Permanente Sherman Way Residency, Lakeswood, UCLA Weis Harmon Pavilion Renovation, LA Metro Willow Interactive Park Station, Glendale Transit Center, F35 Development	19 45 6/60 Edmonton, Alberta	Daniel Silverstein VP, Environmental Practice Leader (424) 284-8141	
38	KTGY	**KTGY** 400 S. Spring St., Suite 750 Los Angeles 90013 ktgy.com	8.8 13.1	711 Bay Associates, Joslin Dacian, Expo Work	9 28 1/6 Los Angeles	Paul Seniors Principal, Board of Directors (858) 436-5549	
39		**Abramson Architects** 9171 W. Jefferson Culver City 90211 abramsonarchitects.com	7.9 7.1	The Hangar at Fox Hills, 9735 Washington, 6666 Washington, John & Dominique, Centinela Mixed-Use Project, Marina Del Rey Hotel, Atlantic Gateway, Ashton Sarinas, Hyde Sarinas, Hyde Sarinas Redevelopment, Riviera at Sportsmen's Lodge, 850 Pico Multifamily, Santa Monica Apartments, Verde Woodbine, Multiple Custom Residential Projects	6 35 1/2 Los Angeles	Trevor Abramson Principal, Tegra Headquarters Partner Managing Partner (310) 539-0166	
40		**Kettle Albanese Architects Inc.** 4061 E. Conrad St., Suite 101 Long Beach 90808 kettlealbanese.com	7.3* 8.3*	NA	NA NA 1/2 Long Beach	Michael Kettle CEO, President (562) 597-6708	
41	WM	**William McCarter - A BSS Design Studio** 2751 W. 190th St. Torrance 90504 williammccarter.com	7.1 6.8	Inglewood Market Gateway Mixed-use TOD, Hollywood Arts Affordable Housing, Montebello Mixed-Use Pacific Gateway Mixed-use, Atlantic Long Beach Mixed-use, Manhattan Beach Luxury Apartments, Beverly Gardens, American Honda, Santa Fe Wholesale, Sunrise Village Mixed-Use Housing, Hollywood Affordable Housing, Confidential Q1B	6 49 1/11 Del Mumo, Iowa	Dan Wilmot Rob Mohnike Principals (310) 217-8065	
42	MVE	**MVE + Partners Inc.** 888 S. Figueroa St., Suite 2172 Los Angeles 90017 mve-partners.com	6.9* 7.5*	118 Salem Street, Montclair Lofts, Hillcrest at Brady Hill, 21018 Vermont, 8305 S. Vermont, Lot 4 at 14th and Olive, The Grand on Spring, The Grand on Spring, 56 Degrees Square, Resort, Mesa Street Pico, Washington Pico & 23, Santa Monica & Rossmore	6 21 1/3 Irvine	Matthew McLeland Founder, Director of Design (310) 895-1098	
43	hlw	**HLW International** 1437 4th Street, Fourth Floor Santa Monica 90401 hlw.com	5.9* 5.5	Davis Park Plaza, 10700 W. Pico Blvd., Studio at Playa Vista, 3214 Maple Drive, 2221 Park Place, 2180 Grand, Solo Dairy, 180 S. Ocean Ave, 420 Earlen, 3808 Wilshire	NA NA 1/5 New York	Mark Pasquinelli Principal and Managing Director, Los Angeles (310) 453-7500	
44	AXIS/GFA	**AXIS/GFA Architecture + Design** 1131 Workman Blvd. Los Angeles 90031 axisgfa.com	5.4 5.1	Los Angeles Convention Center Expansion (Co-Design with The Weapon), Costar	12 25 1/4 San Francisco	Gino Song Gary Cheng Managing Principals (415) 398-1099	
	LEO A DALY	**Leo A Daly** 550 S. Hope St., 27th Floor Los Angeles 90071 leoadaly.com	5.4* 6.2*	NA	NA NA 1/58 Omaha, Neb.	Tim Sullivan VP, Managing Principal (213) 529-0100	
46	TIGHE	**Tighe Architecture** 800 W. Ninth Blvd. Los Angeles 90015 tighearchitecture.com	5.2 5.9	Pacific Landing Mixed-Use Affordable Housing, WWH, Level Commercial, Arden Commercial Mercado Apodaca Senior, Greenfield Mixed-Use, Broadway Mixed-Use, Yale Mixed-Use, Modello for Commerce, Burbank	4 18 1/1 Los Angeles	Patrick Tighe Principal (323) 724-7594	
47		**Frederick Fisher and Partners** 1316 N. Sierra Bonita Blvd. Los Angeles 90028 fisherpartners.com	5.8 5.0	Petersen University Eric and Stacey Schmidt Hall, Natural History Museum of Los Angeles County, Natural Science Arts & Wellness Lab, Hybrid School Campus Improvements, UCLA Covel Dining Commons, USC 4 Lab	NA NA 1/2 Los Angeles	Jameson Donley Frederick Fisher Managing Partner Founder (310) 659-4488	
48		**Lawler Johnson + CSB THREE** 726 S. Figueroa St., Suite 1650 Los Angeles 90017 celaregroup.com	3.3 3.1	Pine McGraw at Ewing Hall, Hine Courtyard, 5750 Hollywood, 5757 Jefferson Bo Nuvad, Carmel Partners Bundy Block, HACLA, Post House LAX, 2121 Pico, LAX 96, Metro Center, Los Angeles Dodgy Stadium, Lot 2, 211 Pico, Palisade 360, Pine / College, Skatepark Pico, Bonsai Crenshaw, Shoreline Apartments, Mixed Tones, The Aster, Walden & Vista Multifamily Apartments	10 NA 1/5 San Diego	Andrew Carter Lisa Zdeblick Design Principal Principal (310) 736-0177	
49		**Cuningham Group Architecture Inc.** 2041 Rosecrans Place Culver City 90245 cuninghamarch.com	3.1 2.7	Figueroa Hotel, Wilshire Blvd. Senior Living, Pasadena West Hollywood Food Hall Redevelopment, 530 Broadway, Santa Monica, 2711 S. Hope Place, Hotel 941, La Paz / Silver Mines, Zion Project, 1-35, Study / 58, Academy Recap, ABS Permanent Multifamily, ABS Re-bank Multifamily, 5270 Melrose Ave. Multifamily, Residential Resale, Affordable Family Health Center, La State University - Long Beach - Recruitment Services, Prevail	9 38 1/7 NA	Marty Schuna Principal, Executive Director - Los Angeles Office (310) 539-2200	
	BERLINER	**Berliner Architects** 3507 Westwood Blvd. Culver City 90232 berliner-architects.com	2.1 3.6	Bellaire Star Schools High School and Middle Schools, KIPP Schools, Enadia Academy, Calvary Christian School, Seaward Academy, LAUSD, Santa Monica Interventions, Wayland District No. 1, Santa Maria-Bonita School District, Princeton Academy, Aerospace, Beall Orange Commons by College Park	2 12 1/1 Culver City	Richard Berliner Principal (310) 558-2100	

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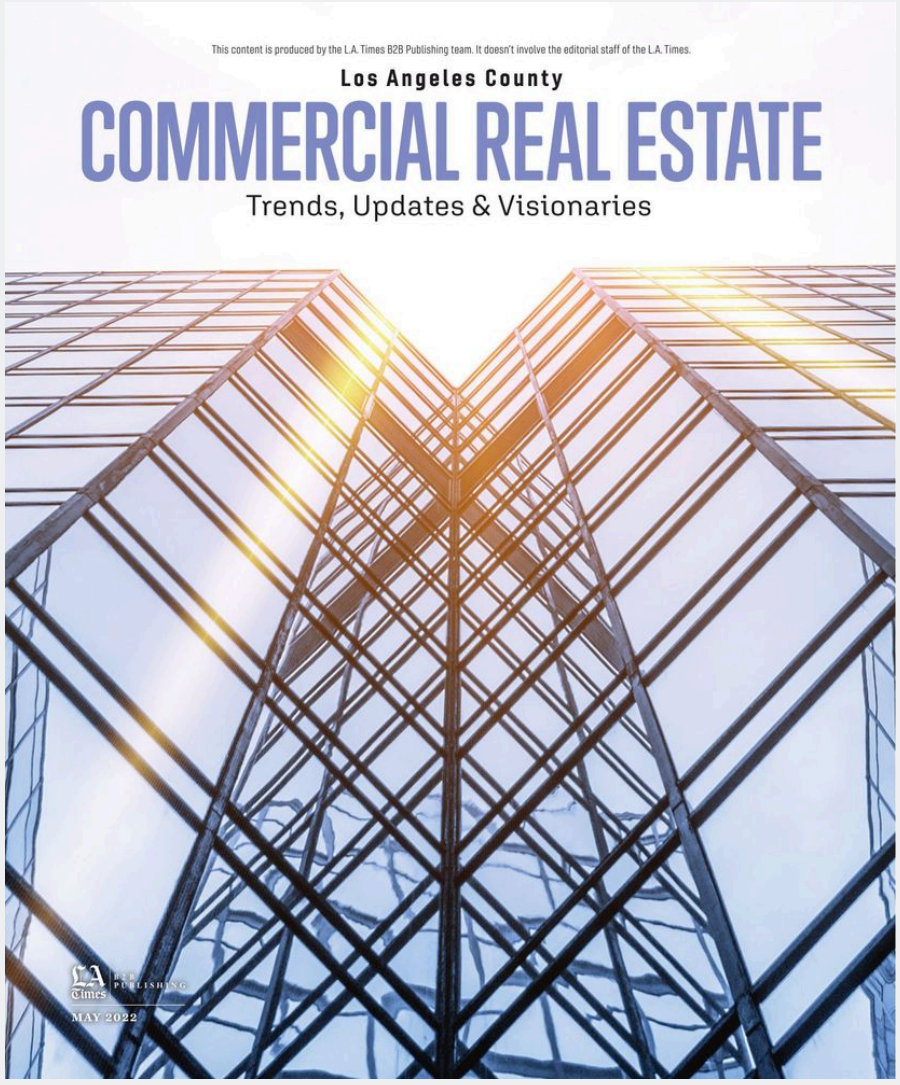
Los Angeles County Commercial Real Estate



May 09, 2022 PRINT

Los Angeles County Commercial Real Estate Magazine (61...

npaper2.com/business--visionaries/2022/...

COMMERCIAL REAL ESTATE EXECUTIVES

The commercial real estate world was evolving and changing at a steady clip before the pandemic hit. Now it is morphing faster than ever. More than ten years into a slow but steady expansion cycle, the national commercial real estate markets have been unpredictable since the start of 2020, but heading into this year, cautious optimism has persisted.

The changes and uncertainty have made for an understandably challenging trip through uncharted terrain, but the savviest commercial real estate executives have helped steer the course for their industry and its customers. This list contains some of the very best of them in the region today.

Peter Belisle

President of the Southwest Region

JLL

Commercial Real Estate Brokers

As President of JLL's Southwest Region which includes Los Angeles, Peter Belisle had several notable accomplishments in the past two years. In 2021, he grew revenue by approximately 70 percent over 2020. Additionally, this year he spearheaded the acquisition of Gilliland Construction Management.

Also, while many offices were closed, Belisle opened a new local office in 2021 in Century City to accommodate the firm's recent growth. Finally, he has been instrumental in the hiring of several senior level professionals in the areas of office, industrial, retail, healthcare, life science, property management and construction management. Belisle has direct oversight over JLL's regional operations, which include 12 offices and nearly 1,900 employees throughout Southern California, Arizona, Nevada and Hawaii.

Michel Berreitter

Chief Financial Officer

BLT Enterprises

Commercial Real Estate Developers

As Chief Financial Officer, Michel Berreitter has played an instrumental role in the growth of BLT Enterprises, a Santa Monica-based, multi-faceted real estate development and investment company over the past decade. Since he joined BLT in 2012, the firm has expanded significantly and more than doubled the value of its total investment in commercial real estate – all under his strategic financial guidance.

With an extensive background in real estate financing, development, sales and management, Berreitter has spearheaded the financial planning and analysis for the firm surrounding acquisitions, dispositions, land development, and ground-up construction. During his tenure with BLT, Michel's financial acumen, real estate expertise, and vision for the firm he has cultivated with fellow members of the leadership team has allowed the firm to make significant moves, even throughout these unprecedented past two years.

Jon Blanchard

CEO & Founder

BLVD Hospitality

Commercial Real Estate Developers

Jon Blanchard is a proven hospitality pioneer, hotelier, and market visionary with an accomplished track record of nationally renowned hospitality projects. He founded BLVD Hospitality in 2008, and after spearheading Downtown Los Angeles' first adaptive reuse hospitality project with the historic renovation of the United Artists' Building and Theatre into the award-winning Ace Hotel, he set his sights on the rekindled L.A. hospitality development renaissance. BLVD is creating and developing some of the industry's most anticipated hospitality and real estate projects in Los Angeles and beyond under the vision of Blanchard.

Over the past two years, Blanchard and his team have completed some of the country's most innovative and impactful hospitality projects, including the Soho House DTLA, The Hoxton Hotel at 1060 S. Broadway, and citizenM Los Angeles (L.A.'s first modular construction high rise).

This content is produced by the L.A. Times B2B Publishing team. It doesn't involve the editorial staff of the L.A. Times.

GlobeSt.

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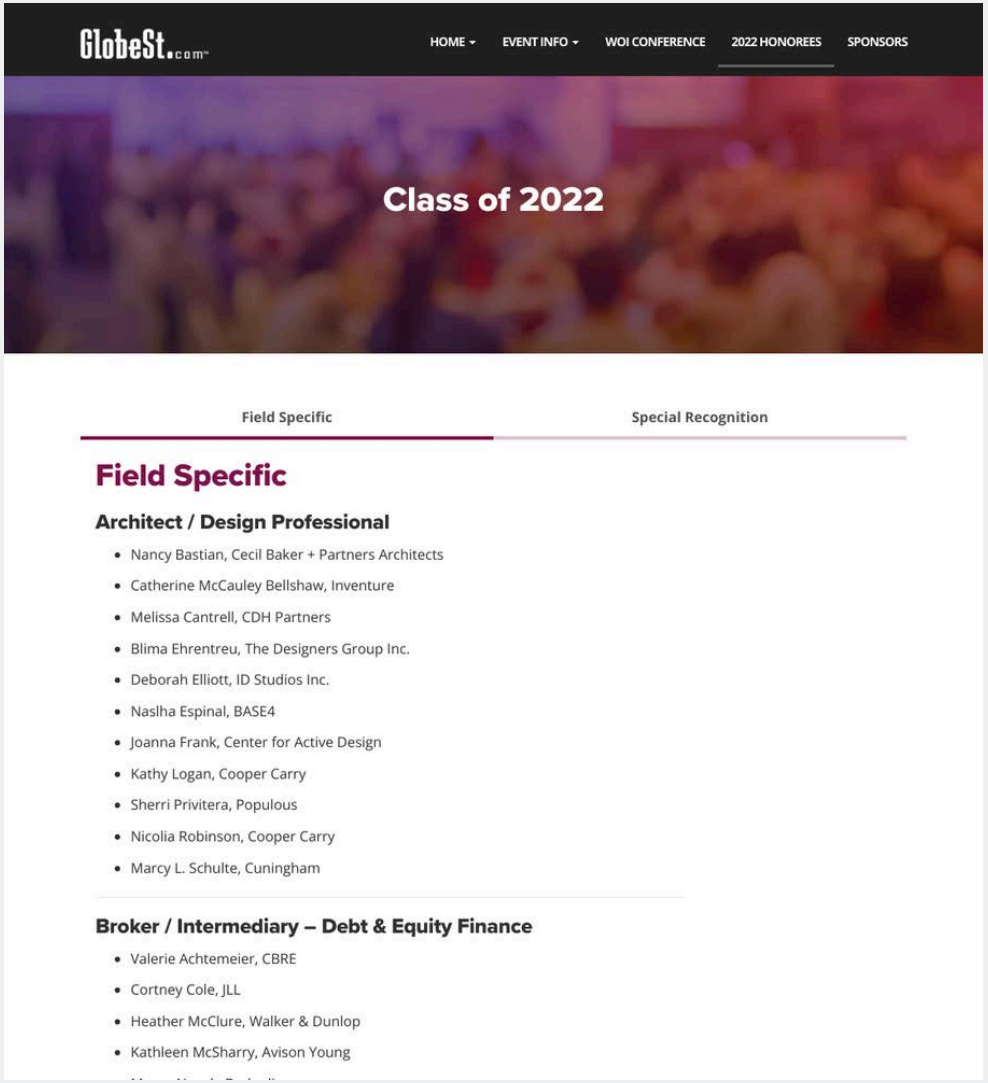


April 29, 2022 ONLINE

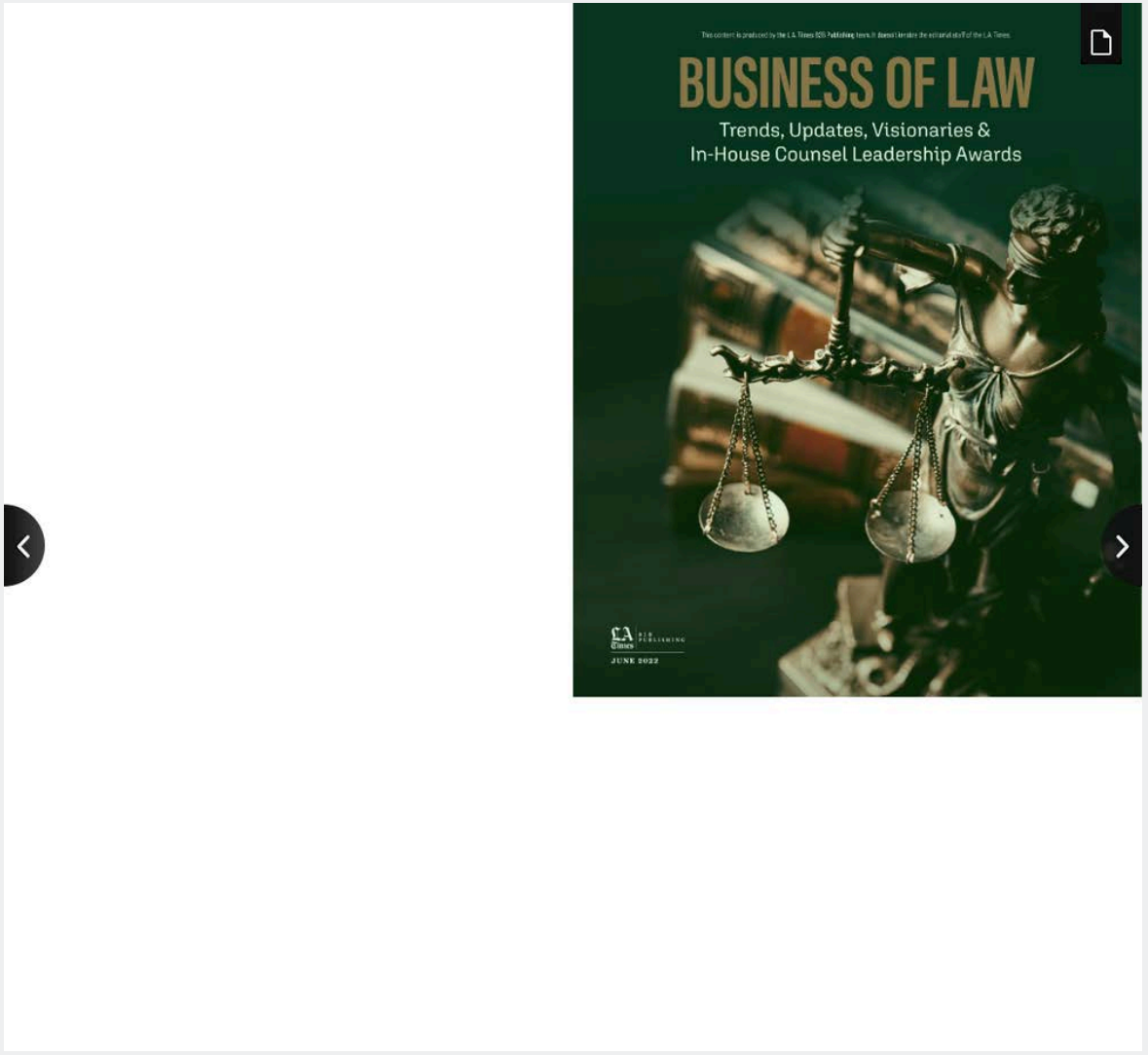
GlobeSt. (61-000)

event.globest.com/womenofinfluenceawa...

Monthly Visits **71.5K**

Monthly Visits

Los Angeles Times



PRINT

Los Angeles Times - Business of Law (61-000)

npaper2.com/business--visionaries/2022/...

Monthly Visits **15.4M**

Monthly Visits

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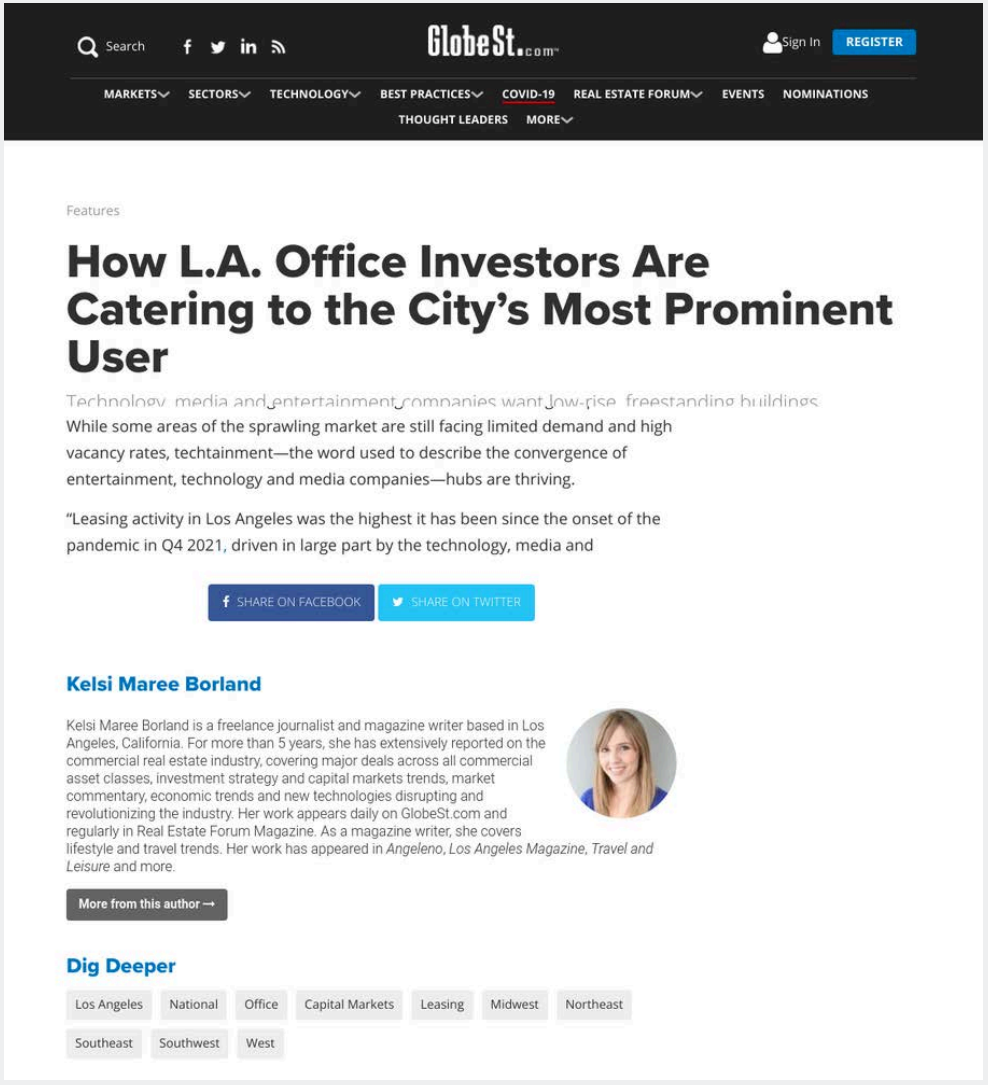


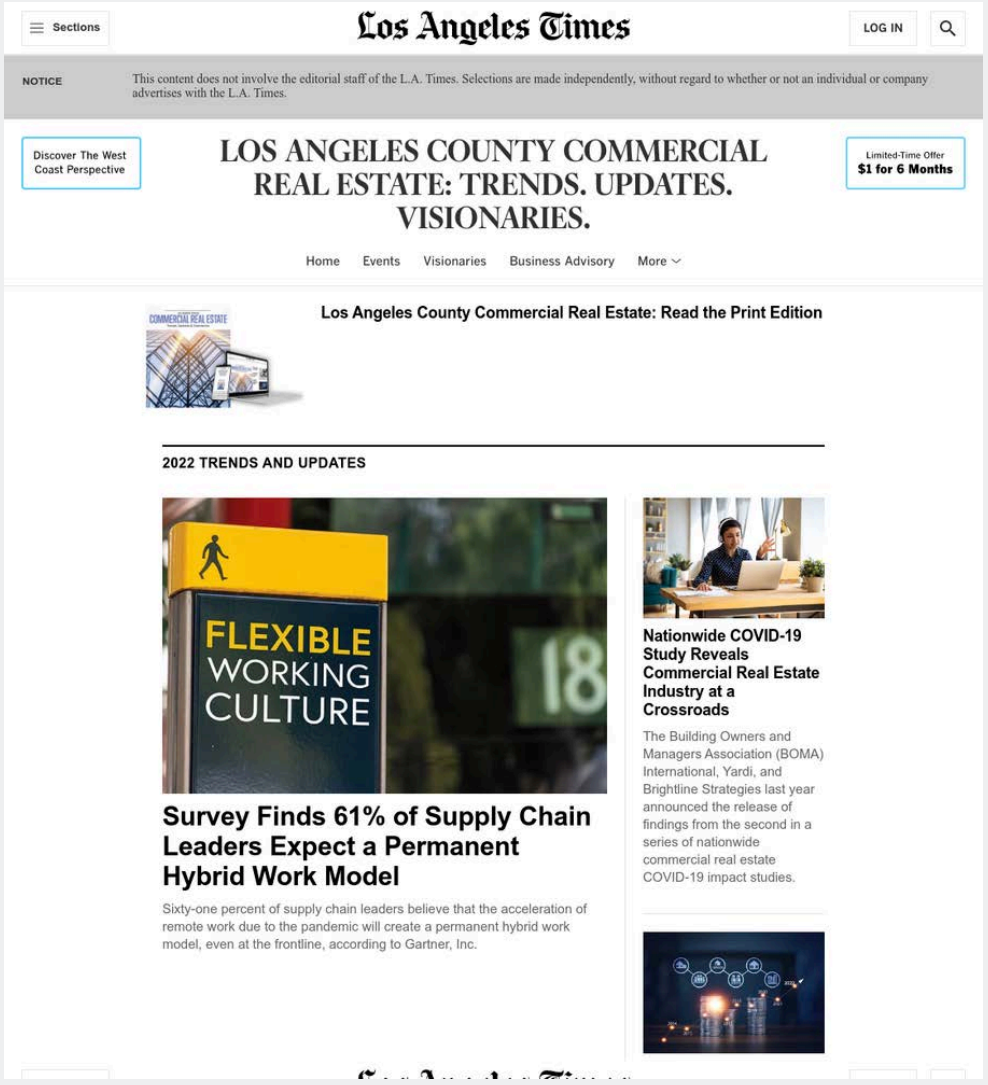
March 09, 2022 ONLINE

GlobeSt. (61-0989)

globest.com/2022/03/09/how-l-a-office-i...

Monthly Visits **186K**

Monthly Visits



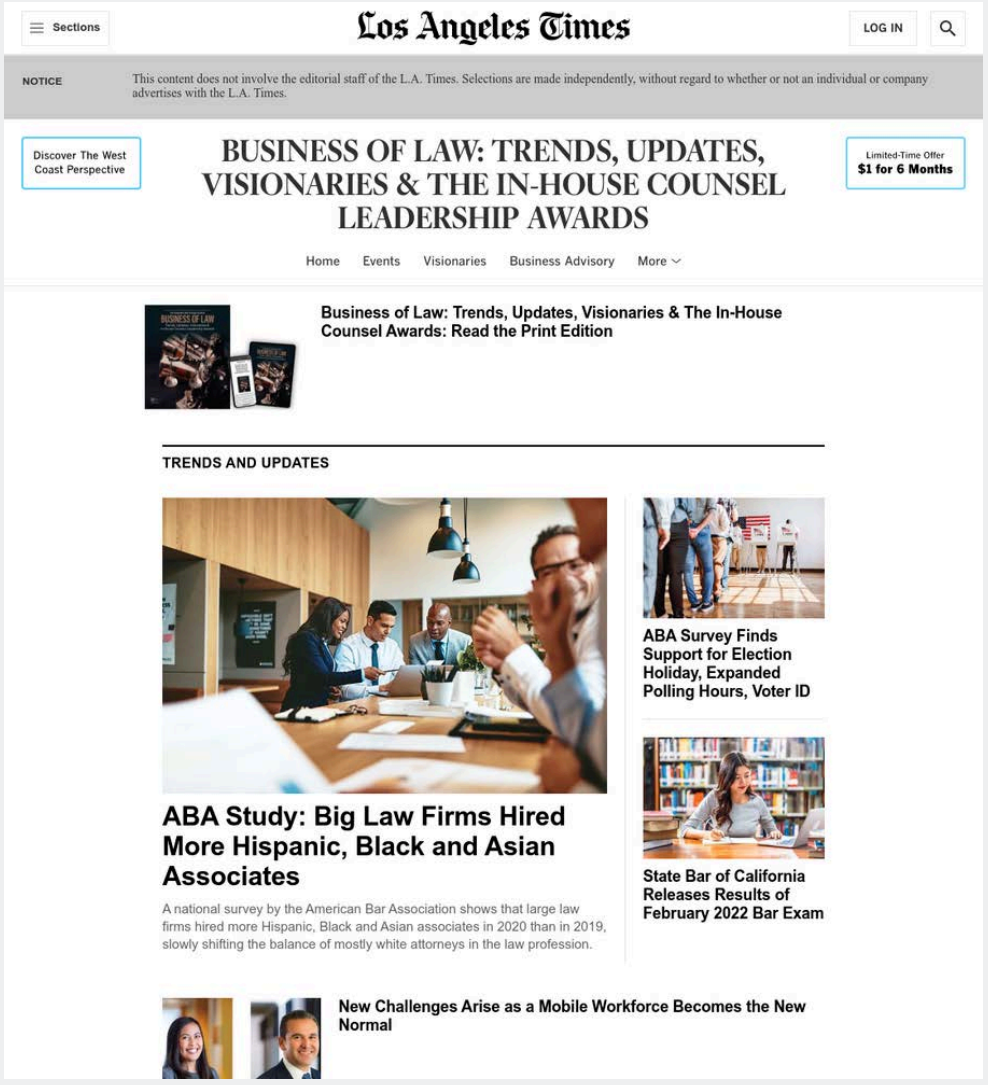
May 16, 2022 ONLINE

Los Angeles Times (61-000)

latimes.com/b2bpublishing/cre

Monthly Visits **15.4M**

Monthly Visits



June 28, 2022 ONLINE

Los Angeles Times (61-000)

latimes.com/b2b/law2022

Monthly Visits **15.4M**

Monthly Visits

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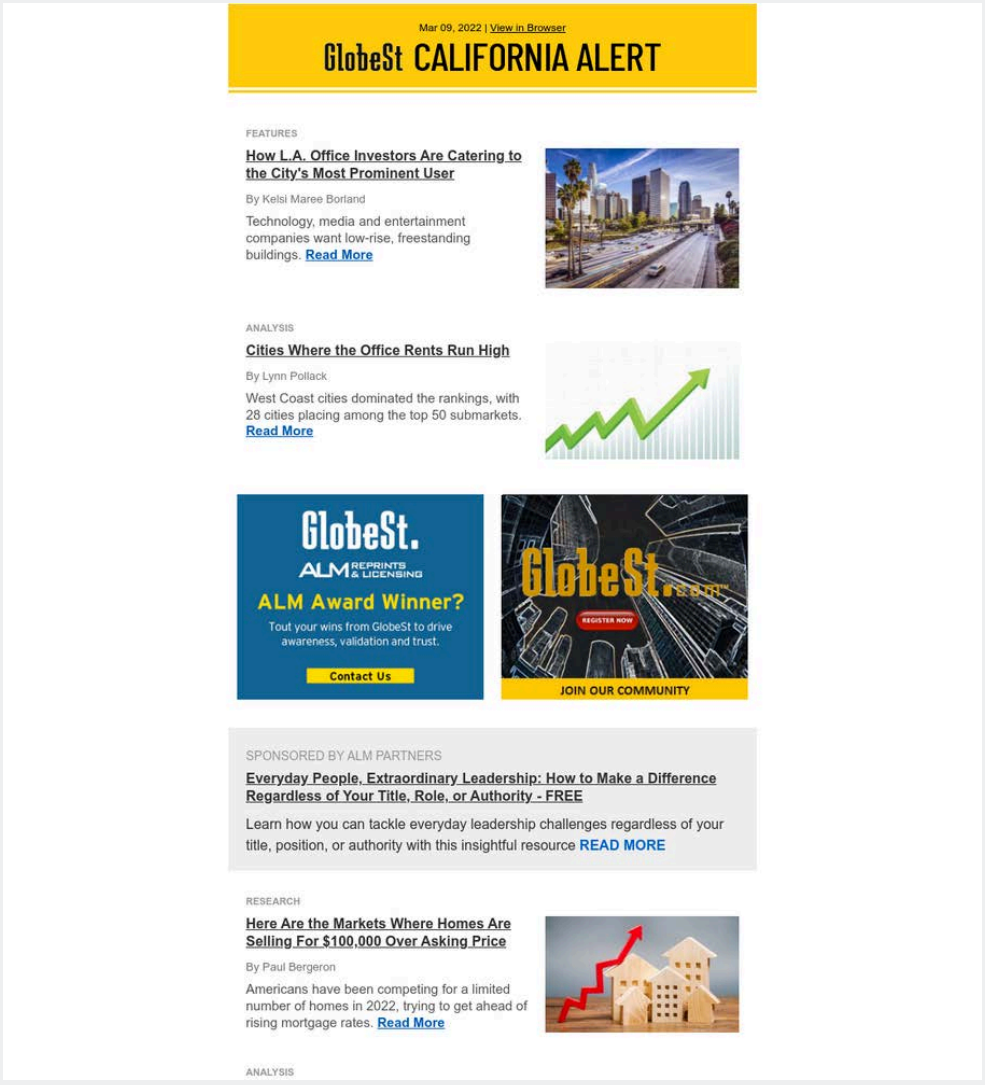

Mar 09, 2022 | View in Browser

GlobeSt CALIFORNIA ALERT

FEATURES

How L.A. Office Investors Are Catering to the City's Most Prominent User

By Kelsi Maree Borland

Technology, media and entertainment companies want low-rise, freestanding buildings. Read More

ANALYSIS

Cities Where the Office Rents Run High

By Lynn Pollack

West Coast cities dominated the rankings, with 28 cities placing among the top 50 submarkets. Read More

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RESEARCH

Here Are the Markets Where Homes Are Selling For $100,000 Over Asking Price

By Paul Bergeron

Americans have been competing for a limited number of homes in 2022, trying to get ahead of rising mortgage rates. Read More

ANALYSIS

March 09, 2022 ONLINE

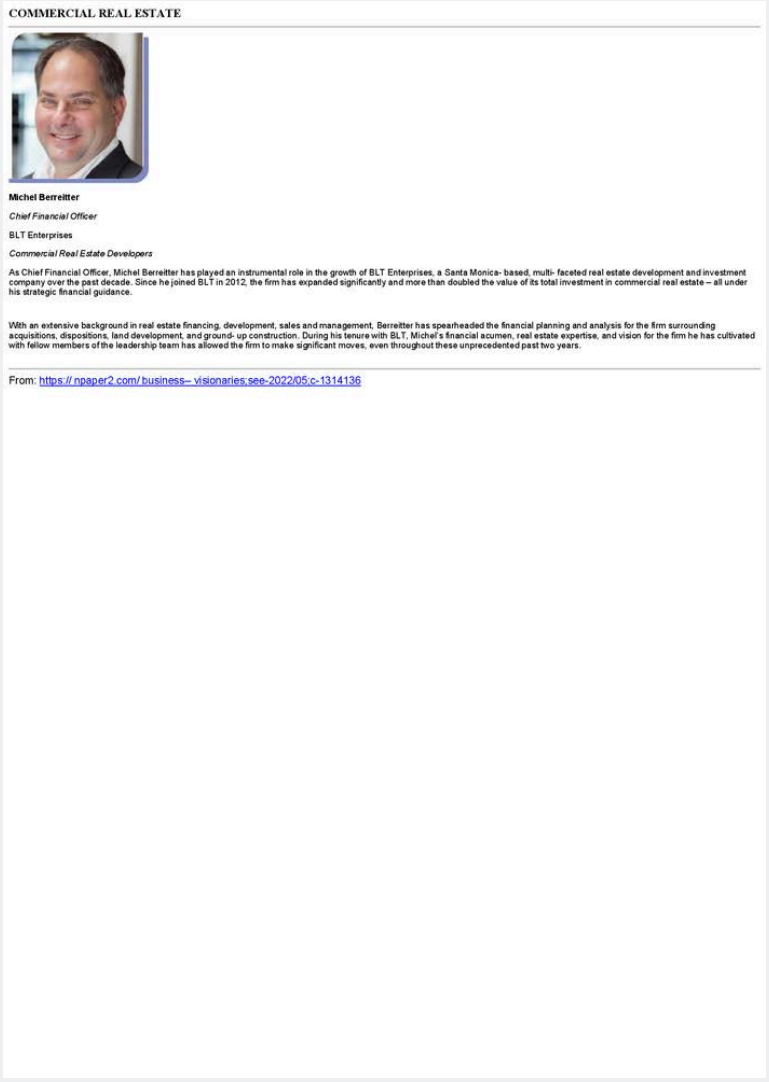
GlobeSt. California Newsletter (61-0989)

link.globest.com/view/5d923947639ec87...

Monthly Visits **186K**

Monthly Visits

Los Angeles Times



COMMERCIAL REAL ESTATE

Michel Berreitter

Chief Financial Officer

BLT Enterprises

Commercial Real Estate Developers

As Chief Financial Officer, Michel Berreitter has played an instrumental role in the growth of BLT Enterprises, a Santa Monica- based, multi- faceted real estate development and investment company over the past decade. Since he joined BLT in 2012, the firm has expanded significantly and more than doubled the value of its total investment in commercial real estate -- all under his strategic financial guidance.

With an extensive background in real estate financing, development, sales and management, Berreitter has spearheaded the financial planning and analysis for the firm surrounding acquisitions, dispositions, land development, and ground- up construction. During his tenure with BLT, Michel's financial acumen, real estate expertise, and vision for the firm he has cultivated with fellow members of the leadership team has allowed the firm to make significant moves, even throughout these unprecedented past two years.

From: https:// npaper2.com/ business-- visionaries;see-2022/05;c-1314136

PRINT

Los Angeles Times (61-000)

Monthly Visits **15.4M**

Monthly Visits

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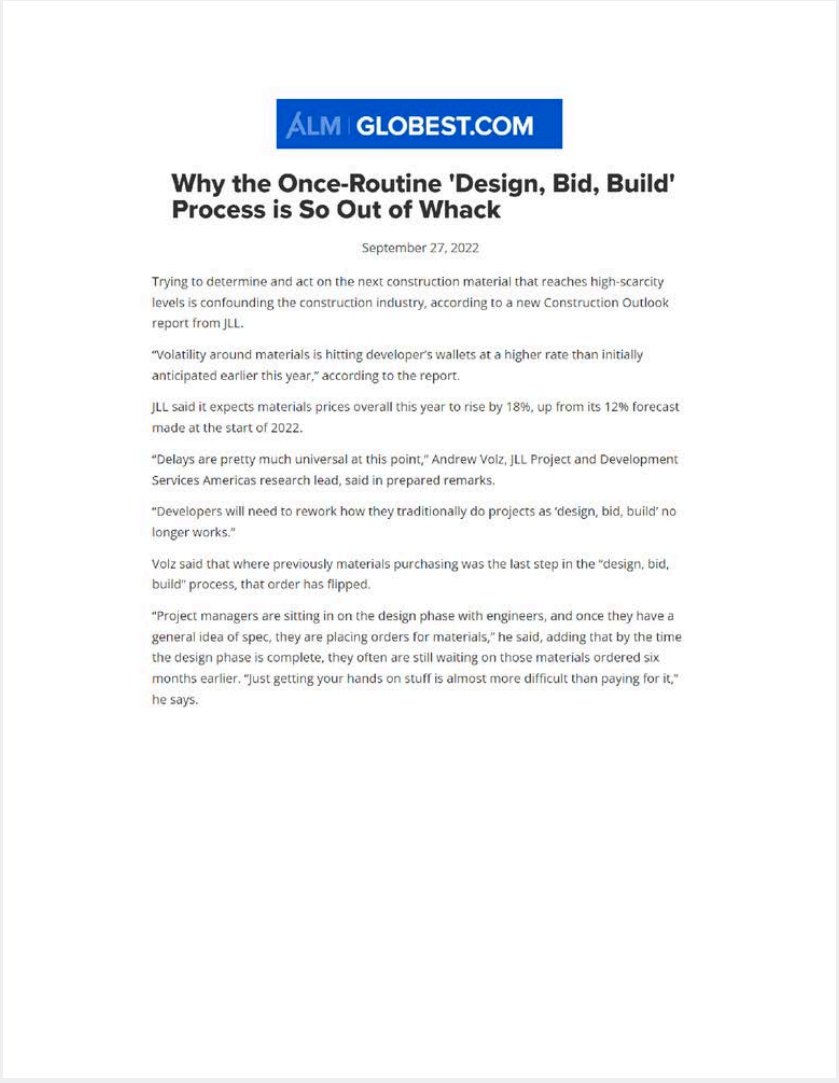


ALM | GLOBEST.COM

Why the Once-Routine 'Design, Bid, Build' Process is So Out of Whack

September 27, 2022

Trying to determine and act on the next construction material that reaches high-scarcity levels is confounding the construction industry, according to a new Construction Outlook report from JLL.

"Volatility around materials is hitting developer's wallets at a higher rate than initially anticipated earlier this year," according to the report.

JLL said it expects materials prices overall this year to rise by 18%, up from its 12% forecast made at the start of 2022.

"Delays are pretty much universal at this point," Andrew Volz, JLL Project and Development Services Americas research lead, said in prepared remarks.

"Developers will need to rework how they traditionally do projects as 'design, bid, build' no longer works."

Volz said that where previously materials purchasing was the last step in the "design, bid, build" process, that order has flipped.

"Project managers are sitting in on the design phase with engineers, and once they have a general idea of spec, they are placing orders for materials," he said, adding that by the time the design phase is complete, they often are still waiting on those materials ordered six months earlier. "Just getting your hands on stuff is almost more difficult than paying for it," he says.

September 27, 2022 ONLINE

GlobeSt (61-02339)

globest.com/2022/09/27/the-once-routin...

Monthly Visits **160K**

Monthly Visits

RENTV

Rentv.com provides commercial real estate news about office, industrial, retail and multifamily properties, sales, leases, developments, property management, financings...

BLT Enterprises Closes on $130 Mil of SoCal Industrial and Creative Office Acquisitions

9/16/22

BLT Enterprises recently acquired seven SoCal industrial and creative office properties for a total of $130 mil. Located throughout Los Angeles County, Orange County, and San Diego County, California, the acquisitions total nearly 270k sf of buildings on more than 18 acres of land.

The seven properties include:

• 621 Hawaii St in El Segundo: a 49.3k sf creative office building situated on 1.97 acres, 621 Hawaii St is fully leased to Nexon America Inc, South Korea's largest video game developer. The property is positioned just minutes from LAX between the Raytheon and Northrop Grumman buildings in El Segundo's aerospace and defense sector. As the city undergoes rapid renovation and adaptive reuse, the region continues to be one of the most sought-after markets in Southern California, with a highly diverse tenant base.

• 7748 Industry Ave in Pico Rivera: a 10.4k sf warehouse building on 0.85 acres, 7748 Industry Ave is located off I-5 in the East Los Angeles/Mid-Cities area. This low coverage site is anticipated to fulfill the high demand of distribution and outdoor storage facilities within greater Los Angeles.

• 2901 Thornton Ave in Burbank: a 10.2k sf warehouse building situated on 0.8 acres, 2901 Thornton Ave is located off I-5, just minutes from the Burbank Airport. This well-situated asset is fully leased to Reno Hardware. Due to its low coverage and proximity to the rapidly growing Burbank studio market, the asset is positioned to deliver long-term value.

• 6368 and 6374 Arizona Circle in Los Angeles: 6368 Arizona Circle is a 6.9k sf creative office building on 0.32 acres, and 6374 Arizona Circle is an 8.1k sf creative office building on 0.32 acres. Located off I-405 in Playa Vista, 6368 and 6374 Arizona Circle are ideally positioned in the submarkets "techtainment" ecosystem.

• 3539 Howard Way in Costa Mesa: 3539 Howard Way is a 12.6k sf warehouse building on an oversized 3.02-acre industrial lot. Located adjacent to an existing BLT-owned industrial property operated by FedEx, the currently vacant property offers ample opportunity to utilize the under-coverage site to meet the escalating transportation and logistics demands of Orange County.

September 16, 2022 ONLINE

RENTV (61-01533)

rentv.com/content/homepage/etcetc/new...

Monthly Visits **1.48K**

Monthly Visits

September 26, 2022 ONLINE

LA Business Journal (81-01922)

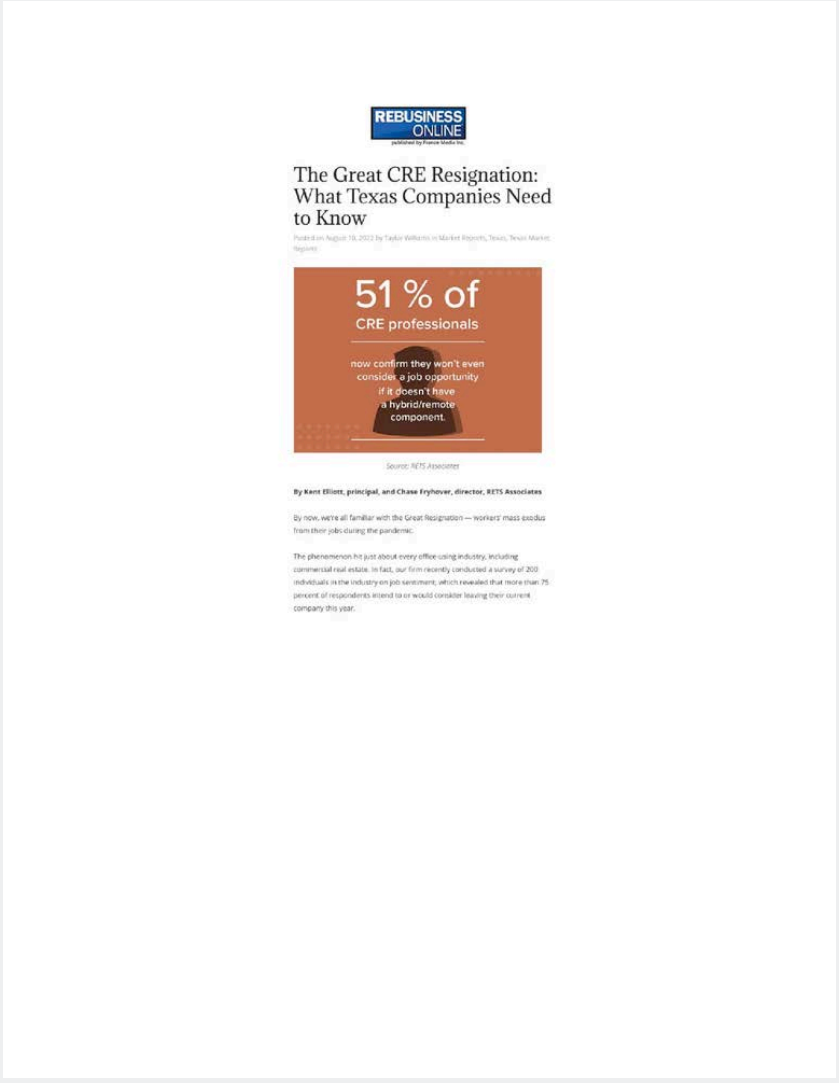
labusinessjournal.pressreader.com/los-an...

Monthly Visits **160K**

Monthly Visits

REBusiness Online

REBusinessOnline delivers commercial real estate news to you daily. Covering industrial, multifamily, office, retail real estate and more.



REBUSINESS ONLINE

The Great CRE Resignation: What Texas Companies Need to Know

51 % of CRE professionals

now confirm they won't even consider a job opportunity if it doesn't have a hybrid/remote component.

Source: RETS Associates

By Kent Elliott, principal, and Chase Fryhover, director, RETS Associates

By now, we're all familiar with the Great Resignation — workers' mass exodus from their jobs during the pandemic.

The phenomenon hit just about every office-using industry, including commercial real estate. In fact, our firm recently conducted a survey of 200 individuals in the industry on job sentiment, which revealed that more than 75 percent of respondents intend to or would consider leaving their current company this year.

August 10, 2022 ONLINE

REBusiness Online (81-000)

rebusinessonline.com/the-great-cre-resig...

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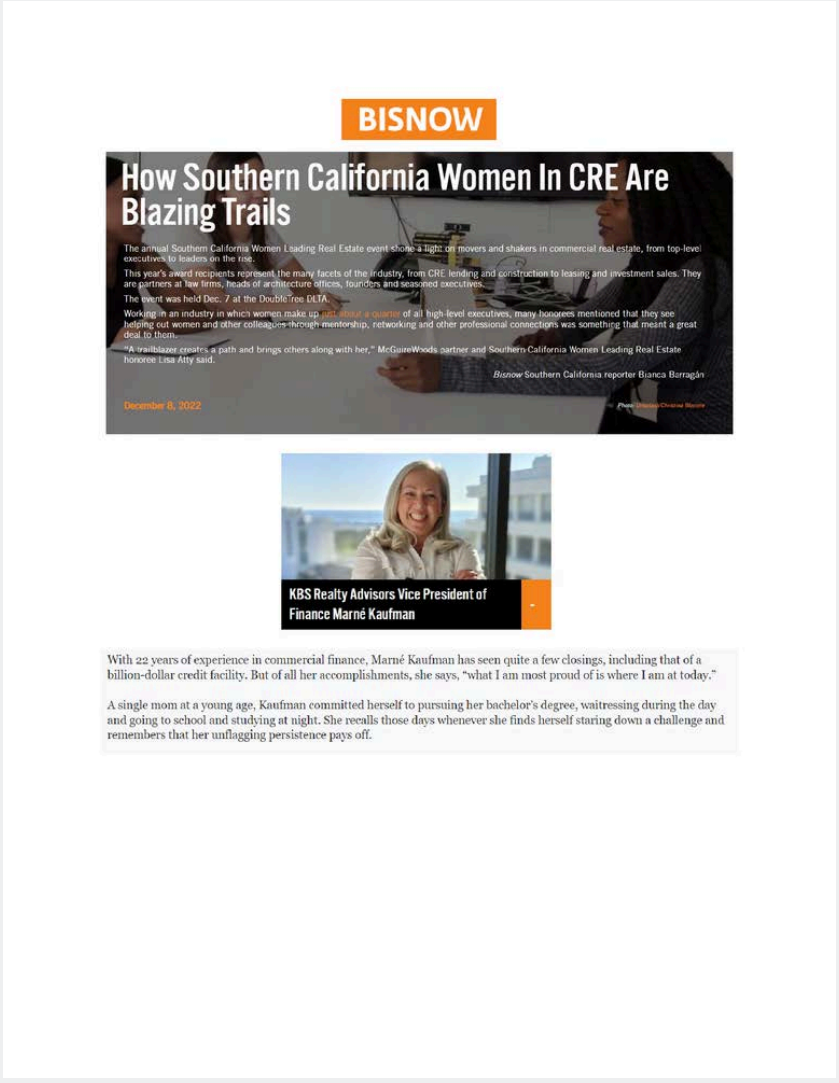


BISNOW

How Southern California Women In CRE Are Blazing Trails

The annual Southern California Women Leading Real Estate event shone a light on movers and shakers in commercial real estate, from top-level executives to leaders on the rise.

This year's award recipients represent the many facets of the industry, from CRE lending and construction to leasing and investment sales. They are partners at law firms, heads of architecture offices, founders and seasoned executives.

The event was held Dec. 7 at the DoubleTree DLTA.

Working in an industry in which women make up just about a quarter of all high-level executives, many honorees mentioned that they see helping out women and other colleagues through mentorship, networking and other professional connections was something that meant a great deal to them.

"A trailblazer creates a path and brings others along with her," McGuireWoods partner and Southern California Women Leading Real Estate honoree Lisa Atty said.

Bisnow Southern California reporter Bianca Barragán

December 8, 2022

KBS Realty Advisors Vice President of Finance Marné Kaufman

With 22 years of experience in commercial finance, Marné Kaufman has seen quite a few closings, including that of a billion-dollar credit facility. But of all her accomplishments, she says, "what I am most proud of is where I am at today."

A single mom at a young age, Kaufman committed herself to pursuing her bachelor's degree, waitressing during the day and going to school and studying at night. She recalls those days whenever she finds herself staring down a challenge and remembers that her unflagging persistence pays off.

December 08, 2022 ONLINE

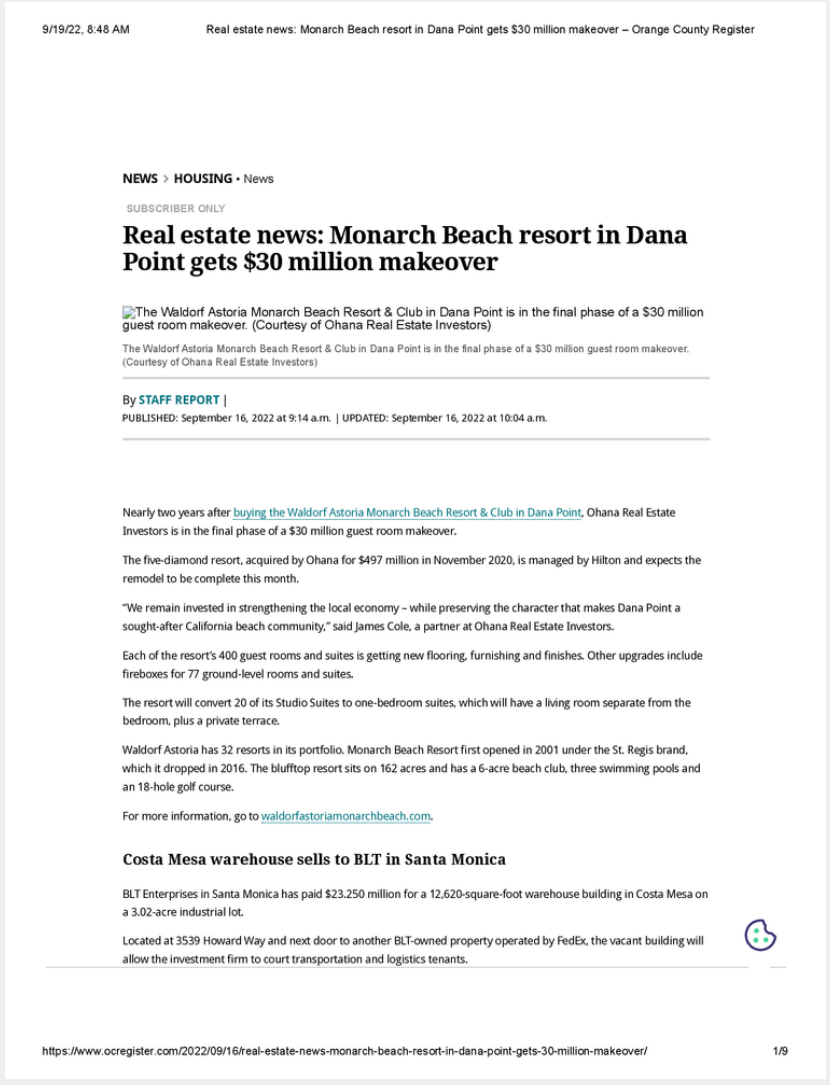
Bisnow (56-02362)

bisnow.com/los-angeles/news/top-talent/...

Monthly Visits **250K**

Monthly Visits

OC Register



9/19/22, 8:48 AM Real estate news: Monarch Beach resort in Dana Point gets $30 million makeover – Orange County Register

NEWS > HOUSING • News

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Real estate news: Monarch Beach resort in Dana Point gets $30 million makeover

The Waldorf Astoria Monarch Beach Resort & Club in Dana Point is in the final phase of a $30 million guest room makeover. (Courtesy of Ohana Real Estate Investors)

The Waldorf Astoria Monarch Beach Resort & Club in Dana Point is in the final phase of a $30 million guest room makeover. (Courtesy of Ohana Real Estate Investors)

By STAFF REPORT |
PUBLISHED: September 16, 2022 at 9:14 a.m. | UPDATED: September 16, 2022 at 10:04 a.m.

Nearly two years after buying the Waldorf Astoria Monarch Beach Resort & Club in Dana Point, Ohana Real Estate Investors is in the final phase of a $30 million guest room makeover.

The five-diamond resort, acquired by Ohana for $497 million in November 2020, is managed by Hilton and expects the remodel to be complete this month.

"We remain invested in strengthening the local economy – while preserving the character that makes Dana Point a sought-after California beach community," said James Cole, a partner at Ohana Real Estate Investors.

Each of the resort's 400 guest rooms and suites is getting new flooring, furnishing and finishes. Other upgrades include fireboxes for 77 ground-level rooms and suites.

The resort will convert 20 of its Studio Suites to one-bedroom suites, which will have a living room separate from the bedroom, plus a private terrace.

Waldorf Astoria has 32 resorts in its portfolio. Monarch Beach Resort first opened in 2001 under the St. Regis brand, which it dropped in 2016. The blufftop resort sits on 162 acres and has a 6-acre beach club, three swimming pools and an 18-hole golf course.

For more information, go to waldorfastoriamonarchbeach.com.

Costa Mesa warehouse sells to BLT in Santa Monica

BLT Enterprises in Santa Monica has paid $23.250 million for a 12,620-square-foot warehouse building in Costa Mesa on a 3.02-acre industrial lot.

Located at 3539 Howard Way and next door to another BLT-owned property operated by FedEx, the vacant building will allow the investment firm to court transportation and logistics tenants.

https://www.ocregister.com/2022/09/16/real-estate-news-monarch-beach-resort-in-dana-point-gets-30-million-makeover/ 1/9

September 19, 2022 ONLINE

OC Register (61-01533)

Monthly Visits **740K**

Monthly Visits

"Utilizing our seasoned team's investment and market acumen, BLT saw the opportunity to expand our footprint in the Southern California markets where we actively own and manage creative office and industrial properties," said Lukas Huberman, Director of Acquisitions.

Affordable housing investment firm closes fund at $153M

WNC, an Irvine-based investment firm that specializes in affordable housing, has closed its WNC Institutional Tax Credit Fund 53, L.P., a low-income housing tax credit fund with $153.4 million in equity.

The money was raised from nine institutional investors, WNC said, and will be used to build and renovate more than 1,300 affordable housing units across 16 properties in 10 states, including California, and the District of Columbia. Some housing units go to veterans; homeless, formerly homeless or at-risk of homelessness; and mobility, hearing and visually impaired residents.

WNC said the total equity raise since inception now tops $7 billion.

"WNC has spent more than five decades working alongside investment partners to provide safe, high quality, and affordable housing to families in need across the nation," said WNC Executive Vice President of Investor Relations Christine Cormier.

Tom VanDorpe will be president and chief executive for the newly merged Orange-based VCA Consultants and Denver-based Enayat Schneider Smith Engineering Inc. (Courtesy of VCA Consultants)

VCA in Orange merges with Denver firm

Orange-based VCA Consultants, a structural engineering consulting services firm, has merged with Denver-based Enayat Schneider Smith Engineering Inc.

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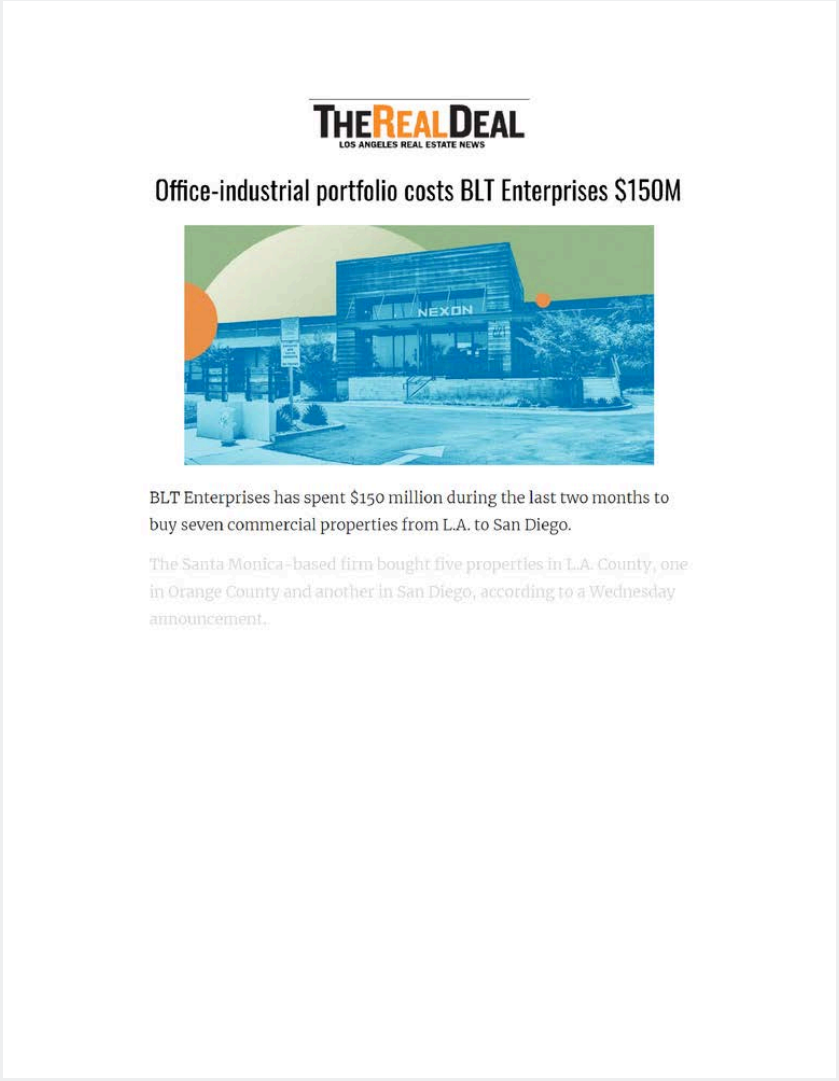

THE REAL DEAL
LOS ANGELES REAL ESTATE NEWS

Office-industrial portfolio costs BLT Enterprises $150M

BLT Enterprises has spent $150 million during the last two months to buy seven commercial properties from L.A. to San Diego.

The Santa Monica-based firm bought five properties in L.A. County, one in Orange County and another in San Diego, according to a Wednesday announcement.

September 15, 2022 ONLINE

The Real Deal (61-01533)

therealdeal.com/la/2022/09/15/office-ind...

Monthly Visits **871K**

Monthly Visits

Fast Company

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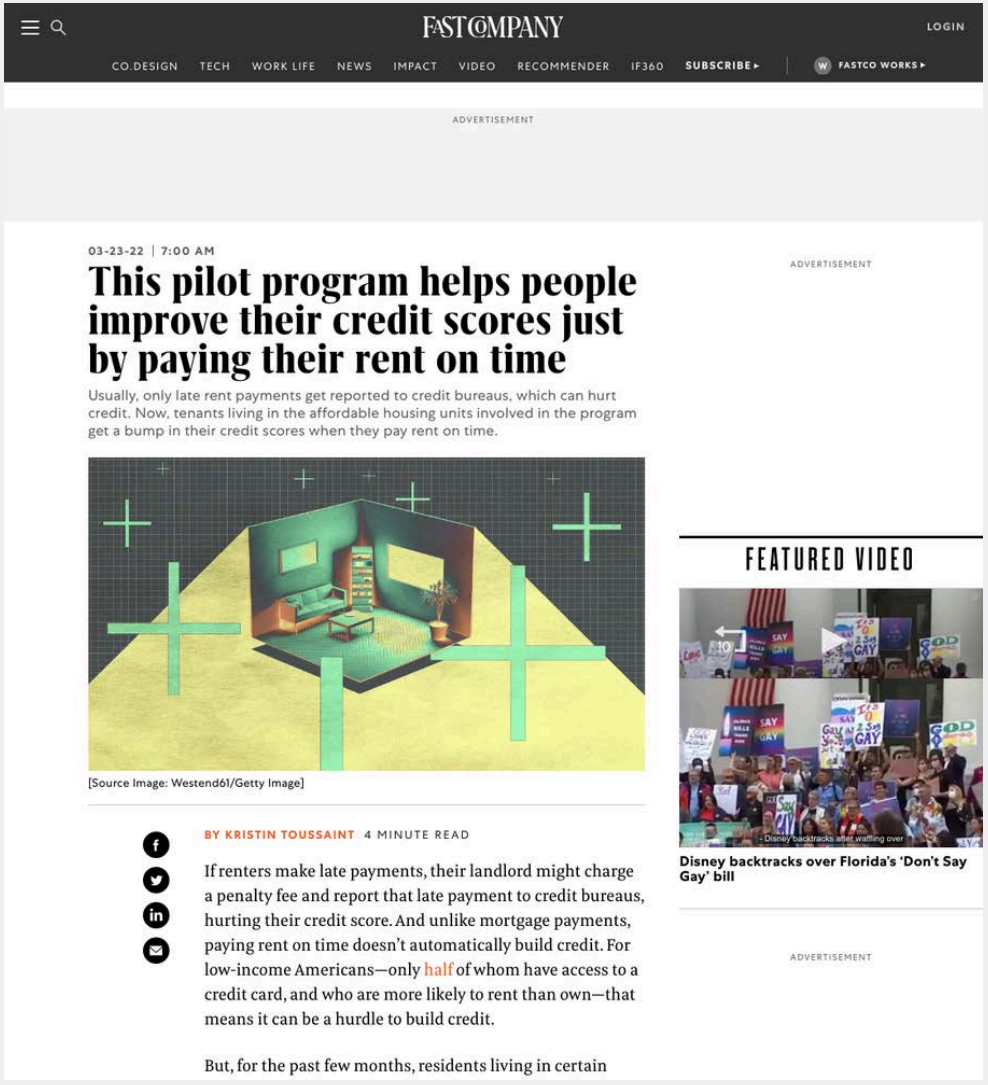

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03-23-22 | 7:00 AM

This pilot program helps people improve their credit scores just by paying their rent on time

Usually, only late rent payments get reported to credit bureaus, which can hurt credit. Now, tenants living in the affordable housing units involved in the program get a bump in their credit scores when they pay rent on time.

[Source Image: Westend61/Getty Image]

BY KRISTIN TOUSSAINT 4 MINUTE READ

If renters make late payments, their landlord might charge a penalty fee and report that late payment to credit bureaus, hurting their credit score. And unlike mortgage payments, paying rent on time doesn't automatically build credit. For low-income Americans—only half of whom have access to a credit card, and who are more likely to rent than own—that means it can be a hurdle to build credit.

But, for the past few months, residents living in certain

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Disney backtracks over Florida's 'Don't Say Gay' bill

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March 23, 2022 ONLINE

Fast Company (10-01100)

fastcompany.com/90733900/this-pilot-pr...

Monthly Visits **10.4K**

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Real Assets Advisor

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INSTITUTIONAL REAL ESTATE, INC.

AMERICAS - JULY 1, 2022: VOL. 34, NUMBER 7

Following the sun: Institutions diving into Sun Belt markets work to stay clear of potential risks

BY BETH MATTSON-TEIG

For many institutions, the "why" of investing in the Sun Belt is a pretty straightforward growth story. The bigger question is where to position strategic investments to generate the best risk-adjusted returns in a large geographic region that has become increasingly competitive.

Compelling growth sweeping through the Sun Belt is by no means a new trend. The 18 states that make up this region of the southern United States are now home to more than half the country's population. Prior to the pandemic, the Sun Belt boasted some of the fastest-growing markets in the country, and COVID-19 propelled even more migration, corporate relocation and job growth in the region. According to JLL, markets such as Atlanta; Austin; Charlotte, N.C.; Dallas; Denver; Miami; Nashville; and Raleigh, N.C., have experienced population growth from 2010 to 2020 ranging between 10.0 percent and 30.0 percent, outpacing the U.S. average growth rate of 7.1 percent.

July 01, 2022 ONLINE

Institutional Real Estate, Inc. (10-000)

irei.com/publications/article/following-sun...

Monthly Visits **53.4K**

Monthly Visits

People are drawn to Sun Belt markets by good jobs, a lower cost of living and a better quality of life, including shorter commute times, great outdoor experiences and plenty of live-work-play amenities. Employers also like the business-friendly environment that exists in many Sun Belt states, with less regulation and lower costs. Population and job growth are strong incentives for institutions to break out of their typical investment focus on gateway markets and expand into secondary, and even tertiary markets, in southern states.

"Our strategy is not necessarily to say, 'We want to invest in the Sun Belt.' We're looking at markets nationally and trying to target the ones we think have the best risk-adjusted returns. It just happens to be working out that many of those are in the Sun Belt," says Richard Kleinman, co-chief investment officer for the Americas and head of U.S. research and strategy at LaSalle Investment Management.

"The Sun Belt has been at the top of our list for some time," says Jonathan Needell, president and chief investment officer at Kairos Investment Management Co. That focus results, in part, from an algorithm the firm has developed to identify markets that are experiencing population growth at one to two times the national average, in context with other filters, such as property pricing. "We also like places where there is overlap with population growth and innovation markets, and the Sun Belt gets a lot of that attention," he says. Some examples of micro markets where Kairos Investment is actively targeting investment opportunities for multifamily and highly amenitized office properties include Austin; Tempe, Ariz.; and in Atlanta near the Georgia Institute of Technology campus. The company also likes lower-tax states, and has good allocations to both Florida and Texas.

Dialing in on growth markets

Markets that are commonly on the top of the buying list for many institutions include Atlanta, Austin, Charlotte, Dallas/Fort Worth, Nashville, Phoenix, Raleigh-Durham and Florida. The reality is the Sun Belt is a large geography with numerous viable markets, as well as strategies and perceptions that vary widely depending on the market, property type and individual investment vehicle.

"The Texas markets are very well established at this point and growth will normalize, and we expect Charlotte, Raleigh, Nashville and Charleston [S.C.] will continue to experience outsized growth," says Carly Tripp, global chief investment officer and head of investments for Nuveen Real Estate. Charlotte and Raleigh have very focused employment opportunities, specifically banking and tech, while Nashville and Charleston offer a very distinct cultural element that makes them incredibly unique and appealing to younger generations. They are also very popular second-home and tourist markets, which support housing and retail, she says.

Operationally, Nuveen's housing, industrial and healthcare/tech-related investments in the Sun Belt are performing incredibly well and demonstrating resiliency in spite of a volatile macro environment, notes Tripp. "As a landlord and lender, we have the benefit of seeing dense data on a daily basis for how real estate is performing day to day. We extrapolate that and look at themes on a macro level, like overall spending on healthcare, the aging millennial population, and how technology is changing the way we utilize real estate," says Tripp.

Those insights help to guide strategy and investment decisions. Nuveen Real Estate, for example, recently announced it is partnering with Crescent Communities to develop Carson South End, a 31-story mixed-use building in Charlotte. The project includes nearly 560,000 square feet of LEED-certified class A office space, 10,000 square feet of retail space, more than 100 apartment units and a 200-key luxury boutique hotel.

Institutions also have a positive outlook on the sustainability of growth in the region. "We believe the growth drivers of the Sun Belt region have been in place for quite some time and represent continuing long-term trends. As such, we think opportunities will exist over the near, medium and long term in the region," says Jeb Belford, chief investment officer at Clarion Partners. Of the four major property types, industrial and apartment are by far the two most popular for investors. Clarion, for example, has developed 27 industrial projects totaling 9 million square feet in the region over the past three years, and it recently acquired 15 apartment assets valued at approximately $1 billion across the Carolinas, Florida, Austin, Nashville and Southern California.

"Within the industrial sector, developing to core, we believe, is more compelling than acquiring stabilized assets at historically low cap rates," says Belford. "Within the apartment sector, both development of new assets as well as acquiring existing, more affordable-level assets, where conditions are tight, are compelling." Outside of the four major property types, Clarion Partners likes the compelling fundamentals in life sciences, self-storage and housing-related subsectors, including single-family rentals, active adult/55+ properties and manufactured housing.

Exploring smaller markets

LaSalle Investment Management is investing in the Sun Belt across different strategies, including both its open-end core funds and closed-end value-added funds. In particular, the firm has been actively buying industrial, residential and medical office assets. Part of LaSalle's strategy has been to focus on smaller markets, such as Raleigh-Durham and Sarasota, Fla. The company acquired Summerhouse Lakewood Ranch, a 257-unit class A property in the Sarasota suburb of Lakewood Ranch in January, for example. LaSalle Research and Strategy points to the Sarasota-Bradenton market's high household income, educated workforce and proximity to live-work-play amenities — ranking it highly on its Small Market Apartment Target analysis. The Sarasota-Bradenton market also is experiencing high occupancy levels, with vacancies that dipped below 2 percent at the end of 2021.

"We're active in large markets, like Atlanta, Dallas and Phoenix, but we're also reaching more into the smaller Sun Belt markets, as well," notes Kleinman. A key attraction of those smaller markets is growth. "We've seen stronger growth in small markets in the last several years than in larger markets, at least on a percentage basis," he says. Diversification also is a part of that strategy. "It's about getting exposure to a variety of markets and a variety of market types nationally, and we want to build some of those smaller markets into our portfolio alongside the larger ones," he adds.

Competition in hot Sun Belt markets also is driving some investors to look at opportunities in smaller secondary and tertiary markets. The traditional hurdle for institutional investors has been

less liquidity, however, which creates risk on the exit strategy. Another issue is market depth. "While the Sun Belt does have major cities, like Atlanta and Dallas, it also has strongly growing smaller metros that have been less invested in historically, and don't provide the depth of transactions or market information as do the more traditional major cities," says Belford.

Navigating potential pitfalls

One of the biggest challenges investors face is stiff competition. The markets on everyone's shortlist are crowded with buyers, which is putting pressure on cap rates. According to data from MSCI Real Assets, four of the top five most active markets for transaction activity in 2021 were in the Sun Belt. Dallas topped the list at $46.8 billion in sales, followed by Atlanta at $37.1 billion, Los Angeles at $31.7 billion, Phoenix at $29.3 billion and Houston at $27.4 billion.

"Sales activity has been healthy in the Sun Belt region, but the stories about the Sun Belt often get a little overly optimistic," notes Jim Costello, head of real estate economics and chief economist at MSCI Real Estate. "Part of the issue is that there just aren't enough assets, and you see that in the way prices are reacting," he says. On the investment sales side, too much capital is chasing too few assets, which is creating a bit of a bottleneck. At the same time, strong demographic growth and limited supply are resulting in surging rents. "That combination creates a situation that is driving price growth," says Costello.

Institutions that are pursuing investment opportunities throughout the Sun Belt are being mindful of pricing risk, climate risk and low barriers to entry that could shift market fundamentals and asset-level performance. "The secret is out at this point, and there is a lot of competition for high-quality real estate in these markets. We are disciplined investors, and look for value and opportunity. If we have to underwrite all the expected growth to make sense of pricing, we won't participate," says Tripp.

Some markets have fewer barriers to entry, including ample land for new supply that could change market dynamics in terms of competition and rent growth. Multifamily investors, in particular, are wary of increased competition from for-sale and build-to-rent single-family homes and townhomes. Although a recent run-up in home prices and higher mortgage rates means competition is less of an issue, that doesn't mean it won't be an issue in the future, as it is often cheaper to build homes in some of these Sun Belt locations with high availability of land, notes Needell.

Climate risk also is weighing more heavily on investment decisions. That doesn't necessarily mean institutions won't invest in markets, such as Houston, New Orleans or Miami, that have more exposure to hurricanes and flooding, but institutions are cognizant of the overall exposure within their respective portfolios. "Institutional investors are becoming more aware of these risks and also finding more tools to underwrite the risks," says Kleinman. "So, we need to put these climate risks alongside the other risks and opportunities that come with any investment, and make sure that climate risk is part of the discussion when we look at getting an appropriate risk-adjusted return and maintaining appropriate diversification."

But, despite the risks, as long as Sun Belt markets continue to attract people and jobs, many institutional investors will continue to head south, as well.

Beth Mattson-Teig is a freelance writer based near Minneapolis.

Multi-Housing News

Find the latest multifamily housing news, market reports, interviews, rankings and analyses.

The Benefits of Helping Renters Build Credit

By Laura Calugar

Operations & Technology | Featured Stories | Marketing | National

Today, renters in the U.S. occupy almost 44 million housing units, according to statista.com. And the roof over their head heavily depends on how good their credit score is.

One of the fastest ways for them to build that credit is to have their positive rent payments reported to the three major credit bureaus—Equifax, Experian and TransUnion—and property management companies can play a key role in building their renters' credit profiles and scores. For example, operators using resident portals such as RentCafe can easily report positive rent payments through the platform. **Resident-Link**—the first company that enabled residents to build and establish their credit—is incorporated within RentCafe, which uses Experian RentBureau to include positive rental payment data in Experian credit reports.

Image by Tierra Mallorca via Unsplash

One of the largest property management firms that chose to participate in a rent payment reporting program is **Greystar**. In fact, Greystar was instrumental in the development of Resident-Link and pioneered the product.

"We were first to market with rent reporting and complete identity theft protection. It is important for us to look for ways to improve the resident experience, and getting credit for paying your largest monthly expense on-time is a perfect fit," Greystar Senior Director Advantage Solutions Greg Ebbert told *Multi-Housing News*.

In February, **IDIQ**—a company providing credit monitoring services and identity theft protection—acquired Resident-Link after taking note of the growing number of residents understanding the benefits of having their positive rent payments reported.

"Residents view this amenity as something that directly benefits them personally," said Sherrie Hubler, vice president of Resident-Link provided by IDIQ. "Unlike other amenities some residents might not use, credit is something each of us needs today."

And when renters feel supported by their landlords and property managers, they are more likely to be satisfied with the resident experience which, in exchange, boosts collections and retention rates, according to Jonathan Needell, president & CIO of **Kairos Investment Management Co**.

In March, investment and asset management company **Kairos** launched a new program for its affordable housing communities to help residents improve their credit scores, led by **Esusu**. Renters whose payments are reported are highly motivated to continue making on-time payments, which results in higher property returns and stable occupancy levels.

"By enrolling into this program, residents can strengthen or grow their credit profiles, which can open the door for opportunities such as qualifying for employment, auto loans and credit cards," Needell said.

READ ALSO: Reporting to Credit Bureaus Makes Better Business

Why help residents build credit?

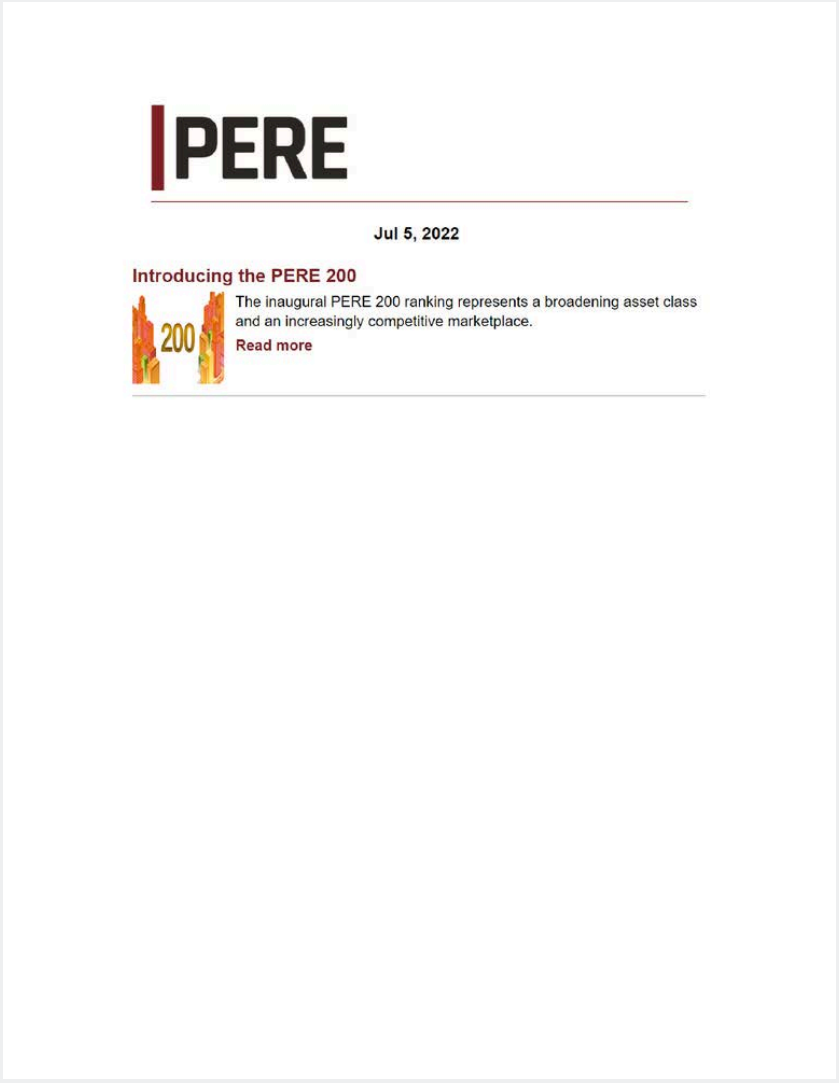
June 29, 2022 ONLINE

MultiHousing News (10-000)

multihousingnews.com/the-benefits-of-he...

Monthly Visits **96.2K**

Monthly Visits



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Jul 5, 2022

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July 05, 2022 OFFLINE

PERE Newsletter (10-000)

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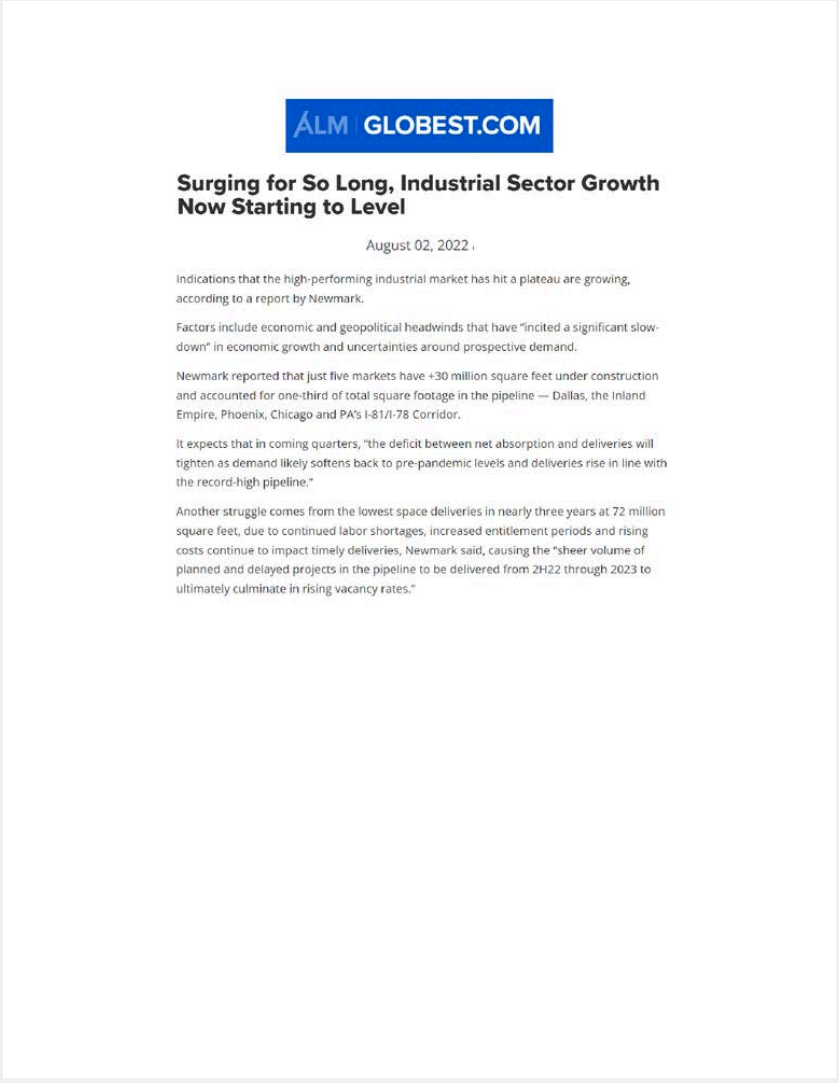

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Surging for So Long, Industrial Sector Growth Now Starting to Level

August 02, 2022

Indications that the high-performing industrial market has hit a plateau are growing, according to a report by Newmark.

Factors include economic and geopolitical headwinds that have "incited a significant slow-down" in economic growth and uncertainties around prospective demand.

Newmark reported that just five markets have +30 million square feet under construction and accounted for one-third of total square footage in the pipeline — Dallas, the Inland Empire, Phoenix, Chicago and PA's I-81/I-78 Corridor.

It expects that in coming quarters, "the deficit between net absorption and deliveries will tighten as demand likely softens back to pre-pandemic levels and deliveries rise in line with the record-high pipeline."

Another struggle comes from the lowest space deliveries in nearly three years at 72 million square feet, due to continued labor shortages, increased entitlement periods and rising costs continue to impact timely deliveries, Newmark said, causing the "sheer volume of planned and delayed projects in the pipeline to be delivered from 2H22 through 2023 to ultimately culminate in rising vacancy rates."

August 02, 2022 ONLINE

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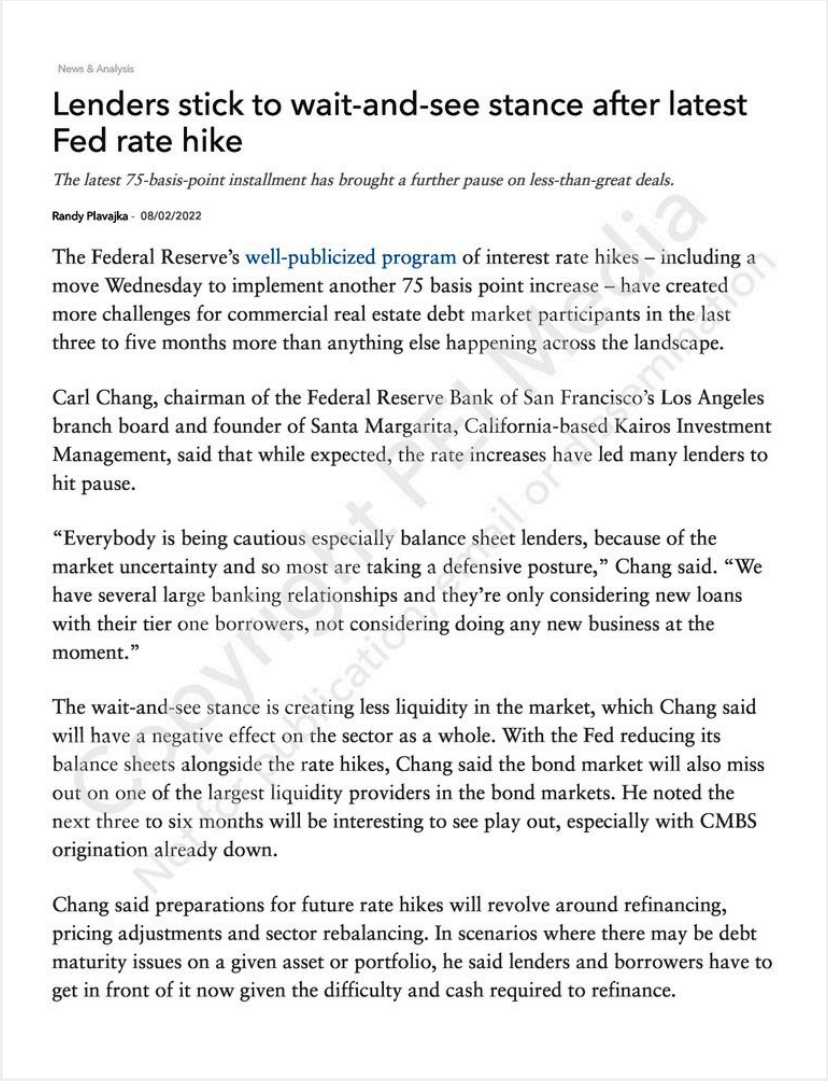

News & Analysis

Lenders stick to wait-and-see stance after latest Fed rate hike

The latest 75-basis-point installment has brought a further pause on less-than-great deals.

Randy Plavajka - 08/02/2022

The Federal Reserve's well-publicized program of interest rate hikes – including a move Wednesday to implement another 75 basis point increase – have created more challenges for commercial real estate debt market participants in the last three to five months more than anything else happening across the landscape.

Carl Chang, chairman of the Federal Reserve Bank of San Francisco's Los Angeles branch board and founder of Santa Margarita, California-based Kairos Investment Management, said that while expected, the rate increases have led many lenders to hit pause.

"Everybody is being cautious especially balance sheet lenders, because of the market uncertainty and so most are taking a defensive posture," Chang said. "We have several large banking relationships and they're only considering new loans with their tier one borrowers, not considering doing any new business at the moment."

The wait-and-see stance is creating less liquidity in the market, which Chang said will have a negative effect on the sector as a whole. With the Fed reducing its balance sheets alongside the rate hikes, Chang said the bond market will also miss out on one of the largest liquidity providers in the bond markets. He noted the next three to six months will be interesting to see play out, especially with CMBS origination already down.

Chang said preparations for future rate hikes will revolve around refinancing, pricing adjustments and sector rebalancing. In scenarios where there may be debt maturity issues on a given asset or portfolio, he said lenders and borrowers have to get in front of it now given the difficulty and cash required to refinance.

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Countering inflation

Wednesday's rate hike was the Federal Reserve's second 75 basis point hike in as many months. Fed chair Jerome Powell said during a July 27 conference the central bank will continue to try to stymy inflation, with intentions of ending the year with a key rate ranging between 3.25 to 3.5 percent. With the 75bps hike, the Fed's key rate now ranges from 2.25 to 2.5 percent.

"We're trying to do the right amount," Powell said. "We are not trying to have a recession and we don't have to." He noted doing too little on interest rate programming would leave more uncertainty in the economy and do greater pricing damage to consumers.

The fresh hike marks the Fed's fourth increase this year and arrives after a similar 75bps uptick instituted in June. In its July 27 note, the central bank said it anticipates ongoing increases in the target range will be appropriate to continue fighting macro pressures.

Property-level impact

Rob Gilman, partner and co-leader of New York-based advisory Anchin, Block & Anchin's real estate group, said the rising interest rates will require landlords to pay more on debt service when refinancing for the same amount.

"With decreases in values – especially commercial properties – it was already difficult to replace existing debt coming due with a new loan at the same amount," Gilman said. "Add in higher interest rates, and the amount you can borrow will be even lower. This might trigger landlords to have to contribute more capital into the property. Typically in periods of rising interest rates, prices and values decrease. This will also have an effect on refinancings."

For current development projects with construction loans on a variable rate, Gilman said expected profits on a deal will be reduced. "Landlords and developers need to monitor the rising rates and might have to consider selling off units quicker to pay off debt to keep profits higher," he said. Anchin's team has already been

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meeting with clients to plan for the upcoming 12 to 18 months to account for the changing environment.

Delving into sector-specific effects, Chang said his team has seen some pricing discovery and adjustments. Multifamily and industrial remain stable on pricing – despite some negative leverage on the industrial front – while retail and office begin to unfold further.

Closed-end funds present another area of reflection for managers and institutions amid the rate increases. "Pricing discovery is difficult at the moment," Chang said, citing closed-end funds nearing the end of their fund life. "We are seeing some discounted pricing in CRE which maybe a window of opportunity for those that want to be contrarian and consider a value play."

For the commercial real estate debt landscape, the central bank's rate increases have served as a slight damper on the burgeoning loan activity taking place across asset classes and most sizably in the multifamily and industrial sectors. Insurers, banks and alternative lenders steeped in the space have all noted adjustments to deal frequency, with more borrowers and investors cautious on taking on any heightened risk in the changing rate environment.

Alongside the hike, the Fed also plans to continue reducing its holdings of Treasury securities, agency debt and agency mortgage-backed securities as part of its initiative to shrink its balance sheet. The Russia-Ukraine conflict was cited as a continuous driver of human and economic hardship by the bank, especially because of the resulting upward pressure on inflation.

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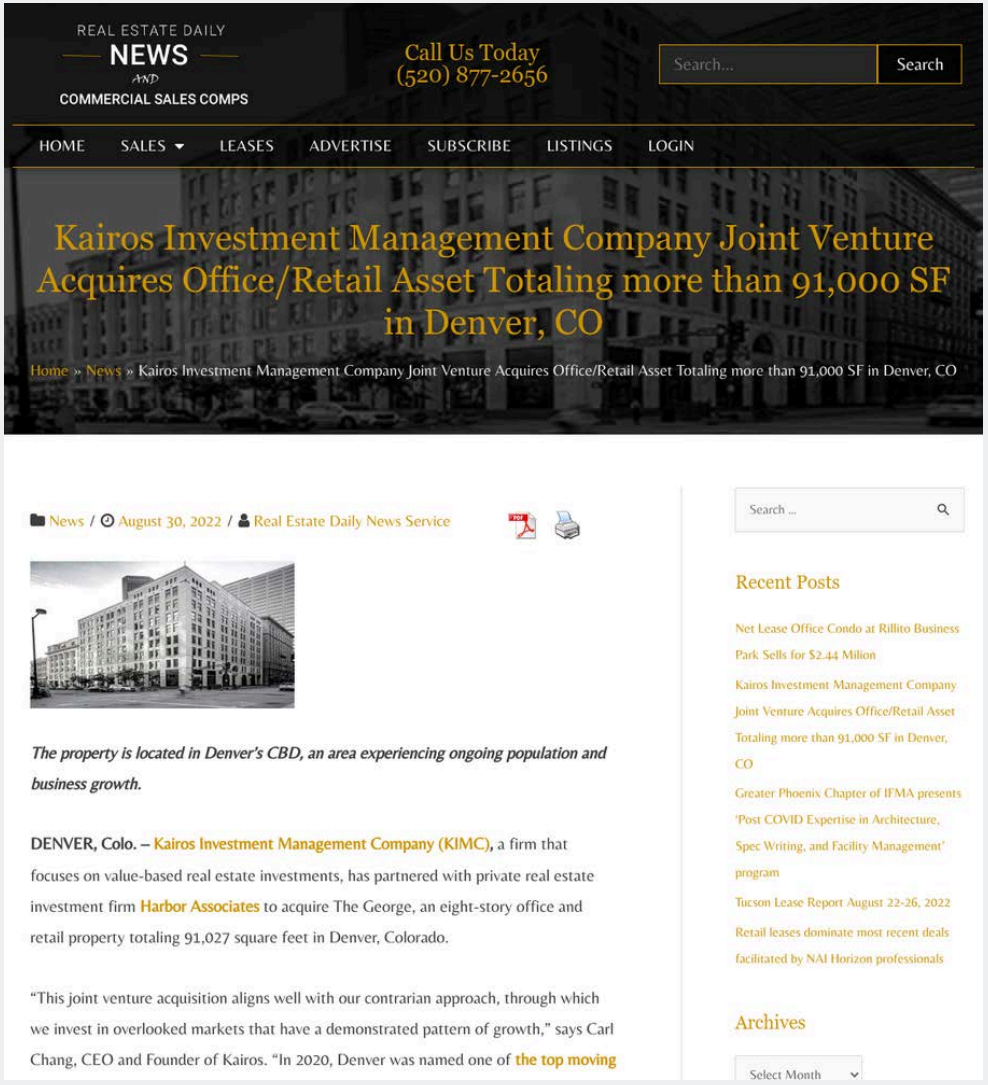

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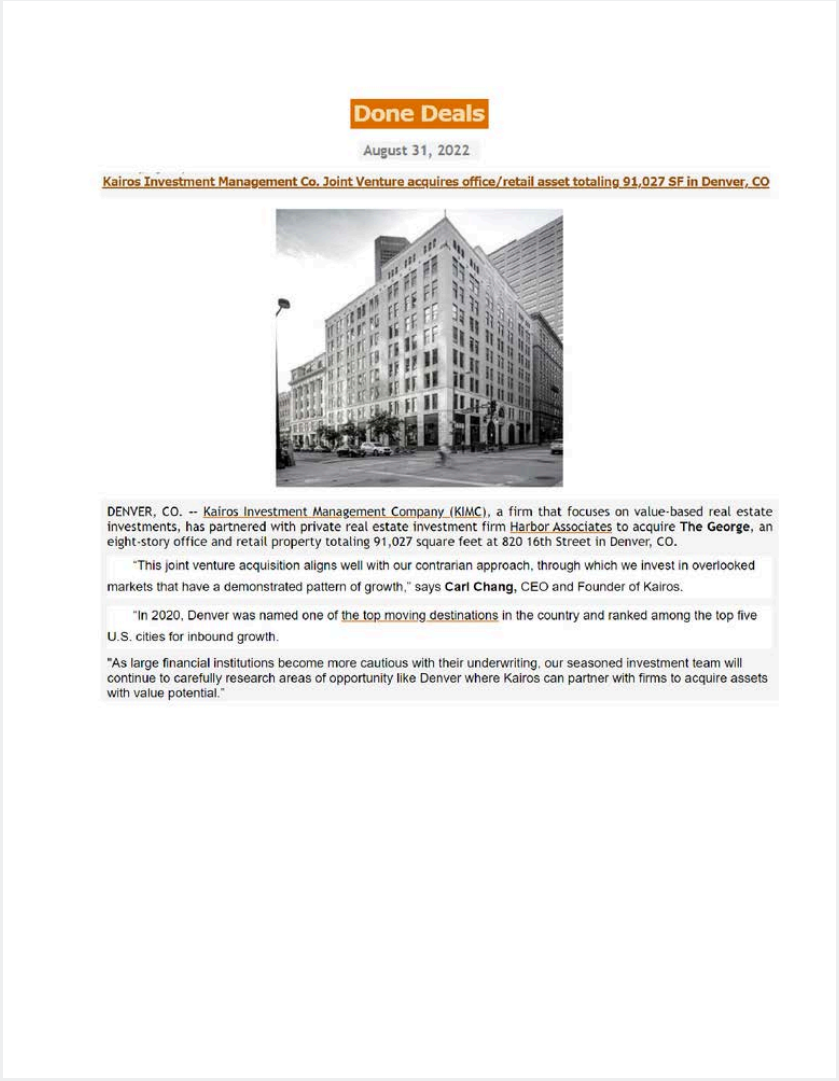

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August 31, 2022

Kairos Investment Management Co. Joint Venture acquires office/retail asset totaling 91,027 SF in Denver, CO

DENVER, CO. -- Kairos Investment Management Company (KIMC), a firm that focuses on value-based real estate investments, has partnered with private real estate investment firm Harbor Associates to acquire **The George**, an eight-story office and retail property totaling 91,027 square feet at 820 16th Street in Denver, CO.

"This joint venture acquisition aligns well with our contrarian approach, through which we invest in overlooked markets that have a demonstrated pattern of growth," says **Carl Chang**, CEO and Founder of Kairos.

"In 2020, Denver was named one of the top moving destinations in the country and ranked among the top five U.S. cities for inbound growth.

"As large financial institutions become more cautious with their underwriting, our seasoned investment team will continue to carefully research areas of opportunity like Denver where Kairos can partner with firms to acquire assets with value potential."

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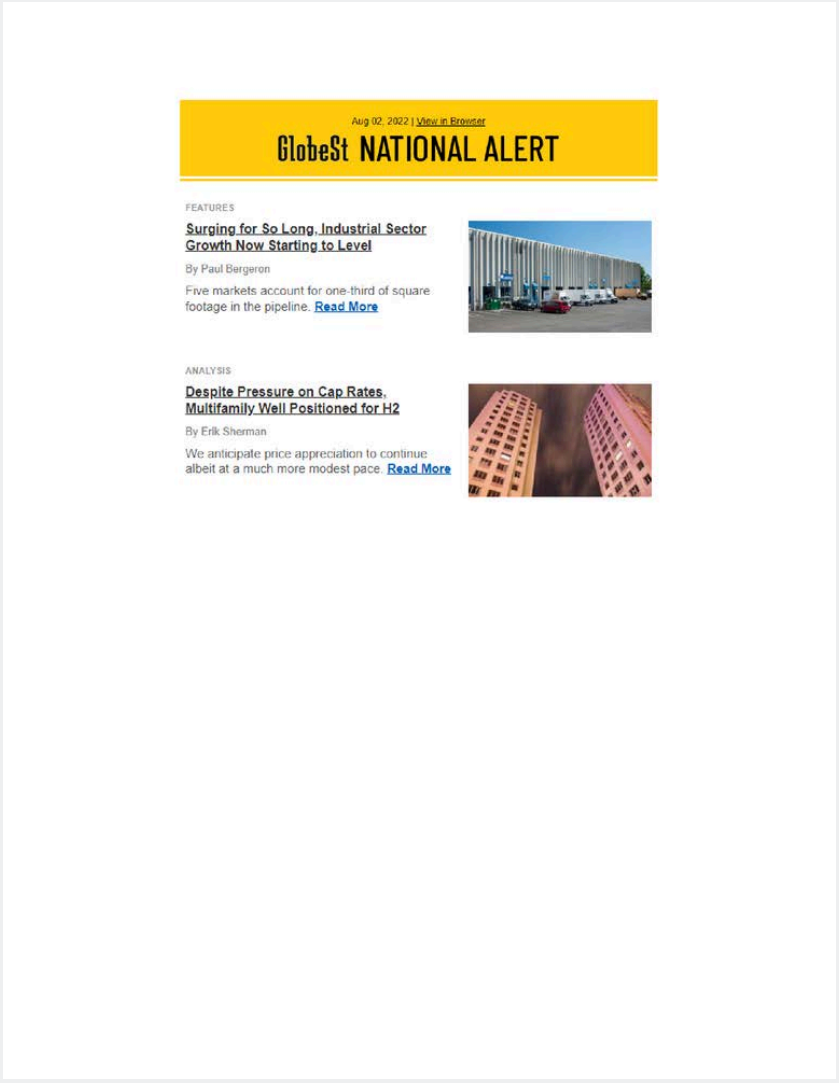

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Surging for So Long, Industrial Sector Growth Now Starting to Level

By Paul Bergeron

Five markets account for one-third of square footage in the pipeline. Read More

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Despite Pressure on Cap Rates, Multifamily Well Positioned for H2

By Erik Sherman

We anticipate price appreciation to continue albeit at a much more modest pace. Read More

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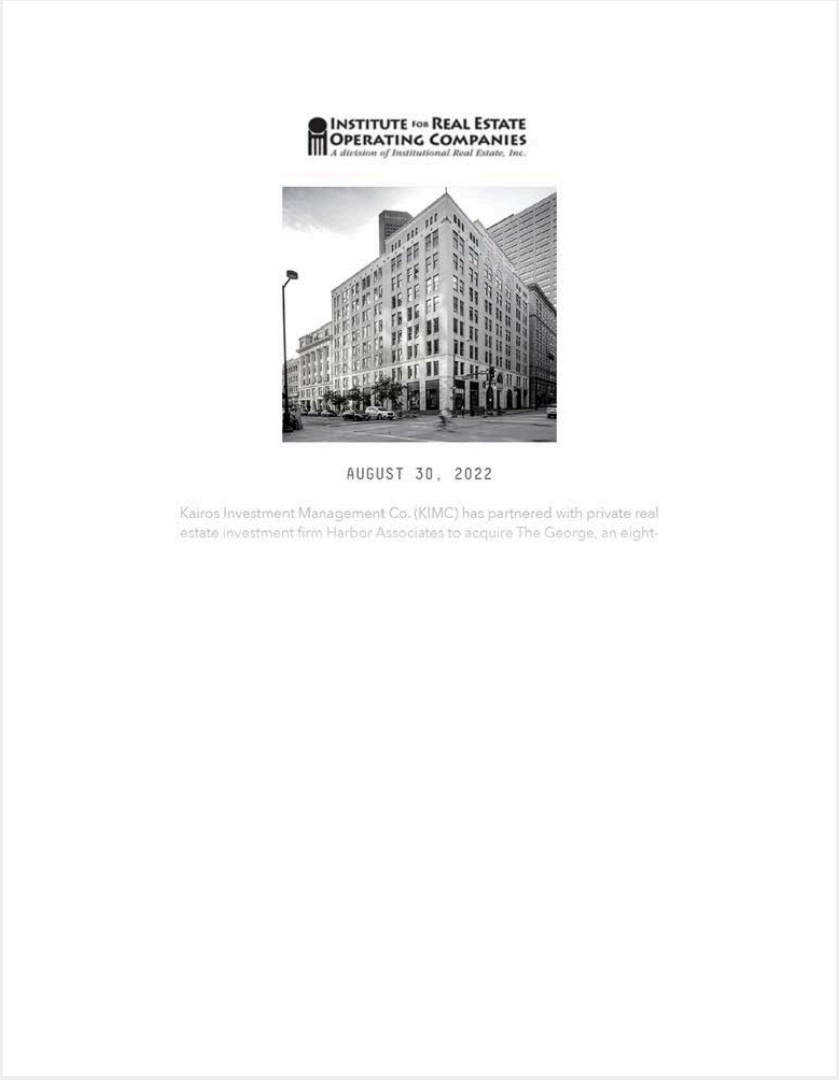

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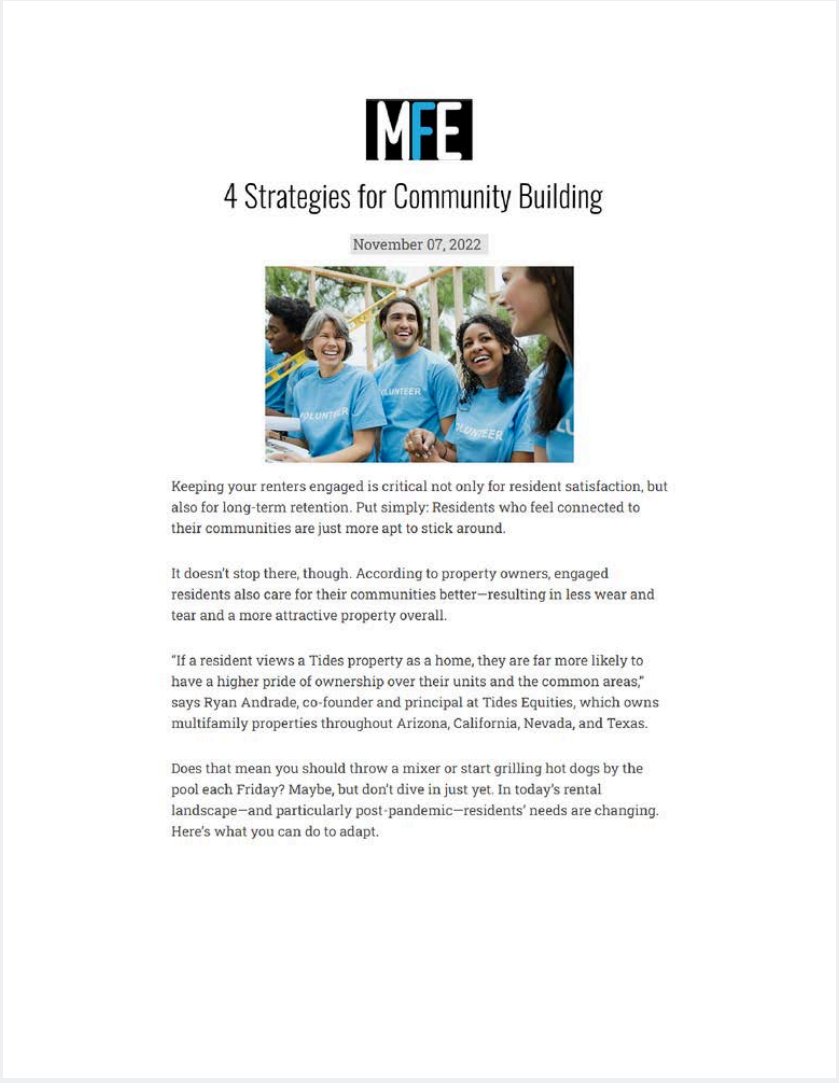

MFE

4 Strategies for Community Building

November 07, 2022

Keeping your renters engaged is critical not only for resident satisfaction, but also for long-term retention. Put simply: Residents who feel connected to their communities are just more apt to stick around.

It doesn't stop there, though. According to property owners, engaged residents also care for their communities better—resulting in less wear and tear and a more attractive property overall.

"If a resident views a Tides property as a home, they are far more likely to have a higher pride of ownership over their units and the common areas," says Ryan Andrade, co-founder and principal at Tides Equities, which owns multifamily properties throughout Arizona, California, Nevada, and Texas.

Does that mean you should throw a mixer or start grilling hot dogs by the pool each Friday? Maybe, but don't dive in just yet. In today's rental landscape—and particularly post-pandemic—residents' needs are changing. Here's what you can do to adapt.

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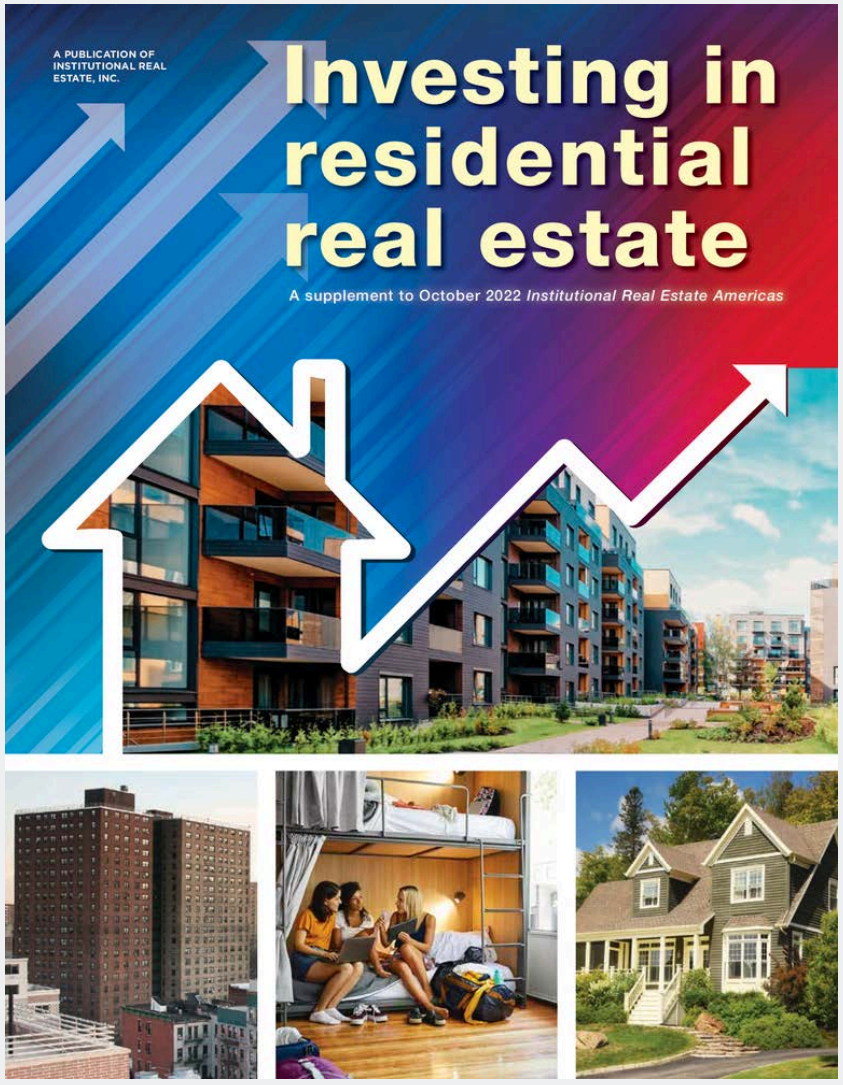

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Making an impact

A look at the affordable housing sector

by Loretta Clodfelter

With rental rates surging in the past year — asking rents were up by double digits in most major markets across the United States as of early 2022 — the need for affordable housing has come into even sharper focus.

Nearly three-quarters of households earning less than $30,000 per year and almost half of households earning between $30,000 and $45,000 per year are cost burdened, according to Harvard University's Joint Center for Housing Studies. (Cost-burdened households are defined as those paying more than 30 percent of income for housing.)

The demand for affordable housing outstrips the available supply, which creates an opportunity for investment in the segment, notes Jonathan Needell, president and CIO at Kairos Investment Management.

As an investment class, affordable housing can be either regulated — with rents tied to area median income (AMI), often reserved for households with 60 percent or less of AMI — or unregulated, often called "naturally occurring affordable housing" or NOAH. What is often called "workforce housing" is unregulated but generally aimed at low- to middle-income renters.

"Affordable housing is an asset class that continues to be undersupplied," says Needell. "There is simply not enough product to support ongoing demand. In fact, demand for affordable housing actually increased during the pandemic. This supply imbalance is one of the reasons this asset class is attractive to investors, as it is a relatively stable asset class that performs in both up and down markets." Needell points out that many affordable communities have strong occupancy rates and waiting lists, resulting in very limited turnover.

"The imbalance of supply and demand continues to drive the affordable housing crisis across

the country," says Pamela West, senior portfolio manager for Nuveen Real Estate Impact Investing.

The need for affordable housing in Canada, generally defined as housing that costs less than 30 percent of total household income, is growing, just as it is in the United States.

"Canada has the highest population growth rate in the G7," says Tsering Yangki, head of real estate finance and development at Dream Unlimited Corp. "This is driven predominantly by immigration, where Canada is projected to welcome 461,000, 447,000 and 451,000 new immigrants over 2022, 2023, 2024, respectively. Meanwhile, Canada has the lowest number of housing units per 1,000 residents among G7 countries. To close the current housing deficit and meet future demand with population growth, an additional 1 million homes need to be built over the next 10 years. With limited supply in housing units for ownership in conjunction with population growth, an increase in prices for housing units — both rental and ownership — is impacting the demand for affordable housing."

"Over the course of the pandemic, we witnessed multifamily apartments with affordable housing maintain higher occupancy rates and more resiliency than fully market-rate properties."

The impact of COVID-19

"The pandemic has amplified this issue because of the loss of income, lack of wage increases and the pace of rent inflation, which has been driving more people into lower income quintiles — already exacerbated by the existing housing deficit," says West. She notes that as homeownership becomes less attainable for most lower- to middle-income earners, that deficit continues to grow.

"We have been seeing strong demand. One of the silver linings during the pandemic was the recognition that due to strong state and federal subsidies — particularly Section 8 vouchers and project-based contracts — the occupancy and income associated with affordable housing properties was very stable," says Liz Diamond, managing director – head of affordable originations with Berkadia.

"Affordable housing communities also saw less defaults and higher collection rates throughout the pandemic compared to market-rate units," says Needell. "This is because residents are often not paying more than 30 percent of their income toward rent, whereas market-rate renters are often paying upwards of 50 percent of their income on rent. These fundamentals are increasingly making this asset class attractive to investors, especially as it can act as a stabilizer within their portfolios."

"Over the course of the pandemic, we witnessed multifamily apartments with affordable housing maintain higher occupancy rates and more resiliency than fully market-rate properties," says Jamie Cooper, portfolio manager at Dream Unlimited Corp. He says investors seeking long-term, risk-adjusted returns have found affordable housing to be an attractive asset class that can provide stable income and reasonable growth.

And on the lending side, Diamond adds, "Due to the ever-increasing focus by many states and municipalities to increase their supply of affordable and workforce housing, there are many borrowers looking to acquire existing affordable properties as well as convert market-rate assets to properties encumbered with rent and/or income restrictions."

Affordable housing's investor base

Affordable housing is attracting a wide swath of investors, and the rise of ESG-focused investing has brought new attention to the segment, especially the regulated affordable housing space.

"The investor base is wide-ranging and includes family offices, institutions and pension funds, as they all seek risk-adjusted returns and desire investments that can deliver tangible social and environmental impact," says Yangki.

"The landscape of investors is changing from private ownership to more institutional ownership," says West. "The durable income and resiliency of this sector is appealing to many investors, but it also clearly addresses ESG and impact investing goals for many firms."

Diamond agrees there is an increased focus on affordable and workforce housing fueled by ESG-motivated funds and companies. "They are working with borrowers to deploy debt or equity, and in return they are requiring the borrower restrict rents and incomes," notes Diamond.

In the United States, one of the sources of affordable housing investment is the low-income housing tax credit (LIHTC) space.

"The investor makeup for LIHTC is predominantly banks, insurance companies and government-sponsored enterprises," says Lynn Ambrosy, managing director and portfolio manager, U.S. Low-Income Housing Tax Credit, at Aegon Asset Management. "Historically speaking, the asset

class has enjoyed a low foreclosure rate and attractive relative value. In addition, banks have regulatory motivations, insurance companies have access to longer-term capital, and the GSEs invest to meet specific affordable housing objectives." Ambrosy adds that there are other corporate investors in the market as well, but due to the longer-term nature of the investment, these firms have been less active and less likely to be long-term repeat investors.

"With a large focus on affordable and workforce housing, there are many borrowers and investors looking to acquire existing affordable properties as well as convert market-rate assets to properties encumbered with rent and/or income restrictions. These restrictions have taken different forms; some are sponsor initiated, possibly to appeal to an ESG-focused equity partner," says Diamond.

Unlike in the United States, where there have long been attractive programs available for private-sector developers to create new affordable housing, the availability for the private sector to invest in Canada is just emerging, notes Cooper.

"Historically, Canada's affordable housing has been developed, owned and managed by various levels of government," says Cooper. "As the increase in demand for affordable housing increases and existing supply ages, all levels of Canadian government are exploring new avenues to deliver this much needed supply. In recent years, Canadian governments have created public-private partnerships with the private sector to deliver more affordable housing, particularly through sales of surplus government land. The land is typically offered at a discount to market value and is paired with attractive financing at preferential terms. In recent years, this has created a new asset class and opportunity for impact-focused investors to participate in providing a solution to Canada's growing affordable housing crisis."

Affordable housing and impact investment

The increased emphasis on investments that meet environmental, social and governance goals has brought added attention to affordable housing. Some investors are taking it a step further to look for investments that make a positive impact — and affordable housing can fit into that broader class of investments.

"There is an influx of capital chasing ESG investments, and affordable housing is a prime example of this," says Needell.

"Adhering to IFC's definition of impact investing 'as an approach that aims to contribute to the achievement of measured positive social and

environmental impacts' and recognizing that affordable housing intersects with social justice, social determinants of health, climate change, any affordable housing investment fits into the broad impact investment focus," says Cooper.

"From a portfolio diversification standpoint, investments in low-income housing tax credits [LIHTC] provide exposure to multifamily real estate that is inherently socially responsible. To deliver the full impact, the real estate must perform and be operationally successful, meaning that the properties are built, stabilized and functioning as safe affordable housing for qualified tenants," says Ambrosy.

But the focus on how a property might make a social impact has led to a deeper discussion of what a property owner could offer at the asset level.

"Investors have more recently asked, 'What else?,' which leads to a deeper discussion regarding impact," says Ambrosy. "As my colleague Martha Peyton, our managing director and global head of real assets research, and her team noted in a recent thought leadership piece, additional layers could come in the form of providing support services for seniors, veterans, individuals with disabilities and others. There could be a stated mission to help residents that are formerly homeless or recovering from substance abuse. There could also be services that assist residents access education, secure employment, gain skills, and improve health and wellness." Ambrosy says investors have an ability to find investments that are most in line with where they want to provide an impact.

"We are extremely optimistic about the affordable housing market, especially in affordable investments that are also tied to social impact," says Needell. And the focus on doing good [as a

social impact] does not have to get in the way of doing well [as an investment].

"We have found that by investing in affordable housing investments holistically through social programming, our properties tend to perform better," says Needell. "For example, in many of our affordable communities, we provide residents with programs such as financial literacy and credit building, and after-school programs for kids, among many others."

"The delivery of affordable housing has been particularly challenged by the recent increase in interest rates, as affordable housing construction in Canada is generally funded with higher leverage than conventional residential development."

Investment markets

So, which geographic markets are most popular for affordable housing investment?

"Many investors focus on gateway markets, coastal markets and those markets that are significantly supply-constrained, which mirrors traditional multifamily investment," says West. But there are opportunities for investment nationwide.

"We believe the affordable housing crisis is national and focus on primary, secondary and tertiary markets across the U.S. We find that all of those markets carry significant wait lists on affordable housing properties whether you are in NYC or Mississippi," adds West.

Diamond notes the most investment volume is in states with higher population counts. "Some of this is attributed to LIHTC allocations, which are tied to population, or allocations of tax-exempt bonds — the larger the state, the larger the state balance sheet — as well as more populous states or cities that have a large inventory of multifamily rental," says Diamond. "Given that, we see a lot of deals in California, Texas, Florida, Georgia, Maryland and Virginia."

Diamond adds there has been an increase in affordable housing investment volume in states and municipalities that are offering tax exemptions in return for rent/income restrictions. "One example is the Public Facilities Corporation [PFC] structure in the state of Texas," says Diamond. "We are also seeing more private companies partnering with sponsors to provide subordinate debt or equity in return for agreeing to record rent and income restrictions. This has resulted in more opportunities in Washington state and the D.C. metro area."

Similar patterns can be seen in Canada.

"The most highly desired markets for affordable housing are, unsurprisingly, the markets where the need for affordable housing is the greatest, particularly the Greater Toronto Area," says Cooper.

The impact of rising inflation

The current inflationary environment has seen a steep increase in the cost of housing. And the Federal Reserve's efforts to curb inflation — raising the target federal funds rate — has pushed interest rates higher, including mortgage rates.

For traditional multifamily, inflation has played out through an increase in rents across many states, but it has also made homeownership less affordable, notes West.

"For government-subsidized housing, those rents are keeping pace with market rents without directly impacting tenants," says West. "However, as a responsible investor, we are primarily maintaining rents at levels that are affordable to tenants earning 60 percent of AMI or less to prevent significant displacement."

"One important thing to note for investors is that affordable housing is a stable investment that often works as a defensive strategy in times of uncertainty. It can also act as a hedge against inflation, as rents are often tied to area median income. As AMI increases throughout the U.S., affordable rents increase alongside this," says Needell.

Diamond notes rising interest rates are affecting all lending deals, including those for affordable housing projects. "Currently, most transactions are debt-service coverage constrained, versus loan-to-value constrained. Both tax-exempt and taxable rates are on the rise. This means borrowers are having to come to the table with more equity on acquisitions, and cash-out refis may not yield as much cash-out, along with a rate that may not be as advantageous as they were looking for," says Diamond.

"Borrowers are working with their partners on all sides of deals to fill gaps, whether it's working to find additional subordinate debt or going back to their LIHTC issuer to get additional tax credit allocations," adds Diamond. "For some transactions, the agencies are willing to consider additional leverage if those deals meet target criteria for affordability, such as low LTV or strong markets with significant rent advantages — meaning affordable rents well below market rents."

Higher interest rates and increased construction costs have put pressure on all development projects.

"The delivery of affordable housing has been particularly challenged by the recent increase in interest rates, as affordable housing construction in Canada is generally funded with higher leverage than conventional residential development," says Yangki.

"It is still not uncommon to experience delays in development timelines due to broader supply-chain challenges, increased construction costs and higher interest rates. However, this industry continues to show its resiliency, and development teams continue to find ways to deliver this much-needed housing," says Ambrosy.

"As we have seen more creativity around ways to convert existing market-rate assets to affordable, it is helping to decrease the time it takes to add to the affordable housing stock. A LIHTC transaction, whether new construction or substantial rehab, takes time to process. With both public and private partnerships providing equity, debt or tax exemptions, it is helping to open up the space and bringing additional developers and owners into the mix," says Diamond.

The impact of government regulation

Given the role of government regulation in the affordable sector, policy shifts have major effects on the investment space.

"On a positive note, the pandemic has placed a focus on the need for new zoning, housing subsidies — and it's brought more awareness to the difficulty in developing new affordable units at a pace that outstrips the expirations of existing affordable units," says West. "The government, cities, states and other stakeholders are providing tools to continue to attract private equity to the market by offering additional subsidies through expense management, such as tax abatements." However, notes West, the increase in insurance for affordable housing is becoming a significant issue in how these deals pencil in the market.

"The LIHTC program has been one of the only ways affordable housing has been developed in this country through a public-private partnership. New policy has been introduced through that legislation that will help preserve existing housing and continue new development," says West. But, she notes, it will take local and state government to get creative with zoning and other subsidies to create positive momentum and impact in the long term.

"The recent 13-page Housing Supply Action Plan from the Biden administration is a step in the right direction for affordable housing. This plan has the goal to increase the affordable housing supply and encourages more mixed-income properties, which will have a positive impact on the affordability crisis in the U.S.," says Needell.

Ambrosy notes, there is always movement on the legislative front that could affect things such as future tax credit allocations, availability of bonus depreciation or credit rates, to name a few recent examples.

"We are also seeing restrictions with governmental agencies vis-à-vis the Public Facilities Corporation transactions in the state of Texas. Borrowers partner with a Housing Authority [HA], agreeing to a leasehold interest with the HA as lessor; the borrower agrees to rent and income restrictions at a minimum equaling 50 percent of units at 80 percent AMI in return for a full tax exemption," says Diamond.

"On a positive note, the pandemic has placed a focus on the need for new zoning, housing subsidies — and it's brought more awareness to the difficulty in developing new affordable units at a pace that outstrips the expirations of existing affordable units."

The opportunity to invest in affordable housing in Canada has historically been limited to investors prepared to participate in development projects, notes Yangki, but this is now changing. "Earlier this year, through collaborative engagement, Dream supported the federal government in the design and launch of an innovative new financing program that allows existing apartment properties to be financed with attractive debt in exchange for preserving units at affordable rates. This now enables the creation of affordable housing in existing apartment stock, rapidly expediting the creation of affordable housing in Canada and enabling investors to access affordable housing without development exposure," says Yangki.

Looking ahead

Affordable housing is well positioned to be an attractive investment, given the favorable supply/demand fundamentals. In addition, new investment opportunities may arise from regulatory changes or legislative efforts. And an increased emphasis on ESG-focused investments could bring in new investors to the space. ❖

Loretta Clodfelter is senior editor of *Institutional Real Estate Americas.*

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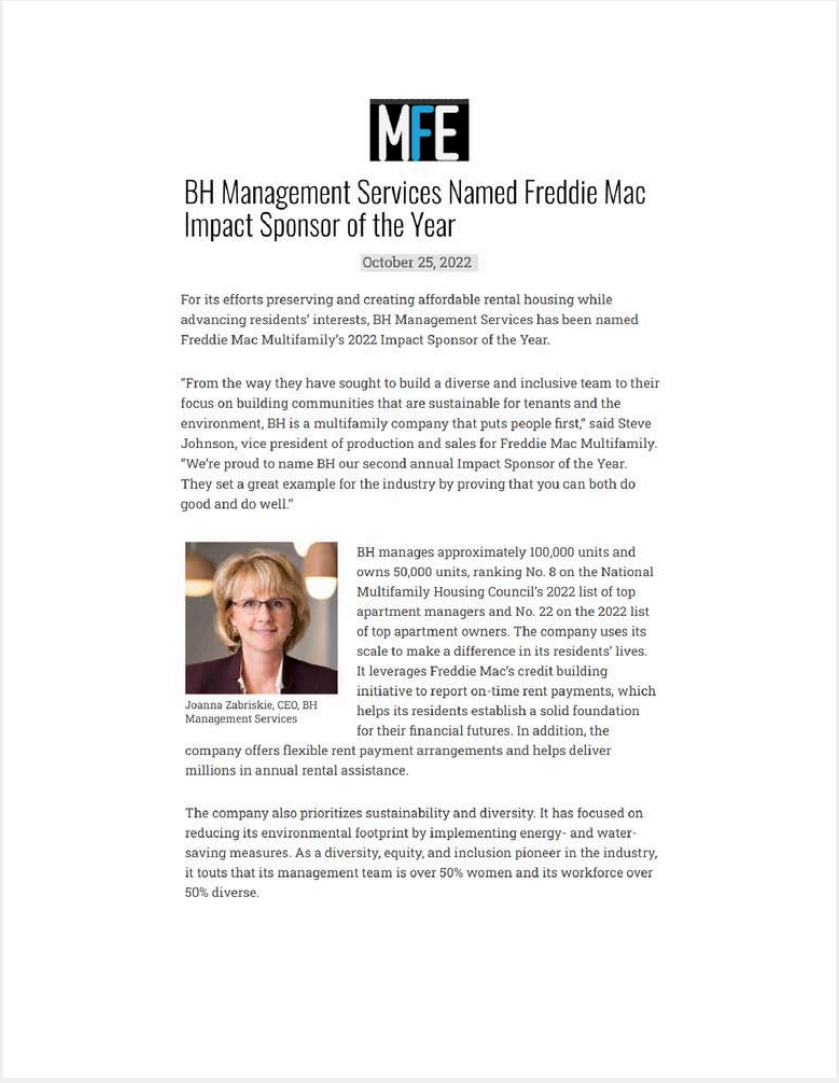


MFE

BH Management Services Named Freddie Mac Impact Sponsor of the Year

October 25, 2022

For its efforts preserving and creating affordable rental housing while advancing residents' interests, BH Management Services has been named Freddie Mac Multifamily's 2022 Impact Sponsor of the Year.

"From the way they have sought to build a diverse and inclusive team to their focus on building communities that are sustainable for tenants and the environment, BH is a multifamily company that puts people first," said Steve Johnson, vice president of production and sales for Freddie Mac Multifamily. "We're proud to name BH our second annual Impact Sponsor of the Year. They set a great example for the industry by proving that you can both do good and do well."

Joanna Zabriskie, CEO, BH Management Services

BH manages approximately 100,000 units and owns 50,000 units, ranking No. 8 on the National Multifamily Housing Council's 2022 list of top apartment managers and No. 22 on the 2022 list of top apartment owners. The company uses its scale to make a difference in its residents' lives. It leverages Freddie Mac's credit building initiative to report on-time rent payments, which helps its residents establish a solid foundation for their financial futures. In addition, the company offers flexible rent payment arrangements and helps deliver millions in annual rental assistance.

The company also prioritizes sustainability and diversity. It has focused on reducing its environmental footprint by implementing energy- and water-saving measures. As a diversity, equity, and inclusion pioneer in the industry, it touts that its management team is over 50% women and its workforce over 50% diverse.

October 25, 2022 ONLINE

Multifamily Executive (10-000)

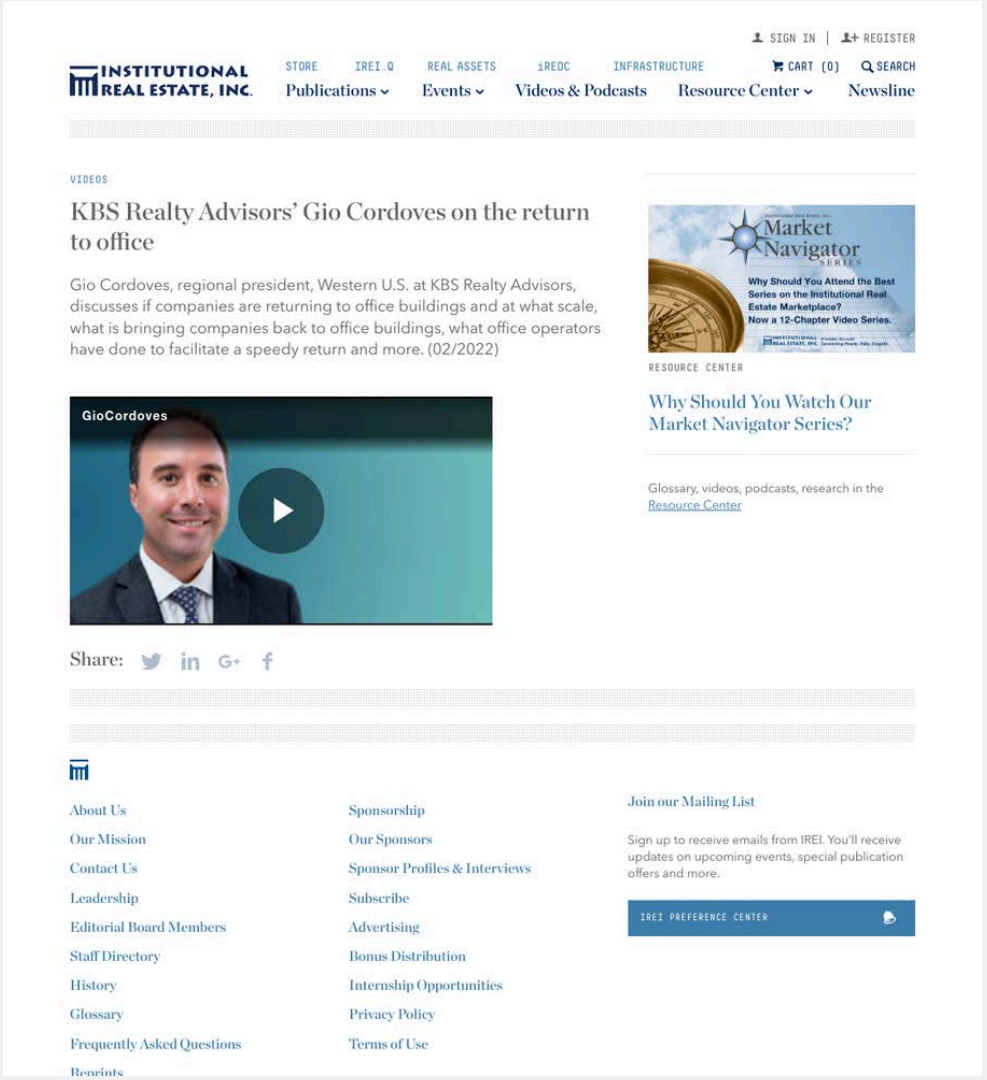
multifamilyexecutive.com/business-financ...

Monthly Visits **39.4K**

Monthly Visits

Real Assets Advisor

Commercial real estate investment publications, news, trends, resources and events for America, Europe, & Asia Pacific.



February 25, 2022 ONLINE

IREI (56-01089)

irei.com/video-and-podcast/kbs-realty-ad...

Monthly Visits **1.42K**

Monthly Visits

Globe St. Real Estate Forum

300,000-square-foot headquarters, as Orlando's largest active office construction project; a $48 million bridge loan for the site acquisition for the St. Regis Residences condo-hotel in Longboat Key, FL; and a $33 million construction loan for Vox Miami, a $125 million mixed-use project. Rather than adopting a conservative approach in 2020, when uncertainty clouded the retail, tourism, hospitality and office sectors, Druey remained bullish in his lending practices. His hands-on approach during the pandemic helped the bank's Florida branches achieve $5 billion in total deposits as of April 2021. Druey additionally spearheaded the bank's financial literacy program.

RYAN DULING

Ryan Duling is managing director of production and an originator at Lument, where he is primarily focused on procuring new debt opportunities. Duling has 15 years of industry experience and has closed more than $4 billion in total career originations, including more than $1 billion in 2020. His main focus is conventional multifamily and student housing, and he is active in multiple real estate asset classes and has experience providing value-add, custom finance solutions throughout various markets in all 50 states. Duling joined Lument's legacy firm RED Capital Group in 2006. He has extensive experience in the procurement, structuring and execution of a breadth of Fannie Mae, Freddie Mac, FHA, conventional bank, balance sheet and life company debt offerings, including singular first mortgage debt executions, as well as larger structured transactions. He previously held positions with the Procter and Gamble Co., Honda Engineering North America Inc., Whirlpool Corp. and Cooper Tire and Rubber Co. In addition to continuing to serve as a top multifamily producer for Lument, Duling is an active member of ULI.

ROB DURAND

Early in his career at KBS, Rob Durand was given a stuffed black swan by one of his managers. Although this gift was given in jest, he views it as a reminder to prepare for unforeseen twists that can arise in a transaction. As a result, Durand is proactive about possible unexpected hurdles in this business. He has been influential in helping KBS emerge from the pandemic, helping the firm stay ahead of the curve to position its properties for performance during the pandemic while hedging investors' concern for capital. As the EVP of finance at KBS, Durand is responsible for overseeing the internal financing team, developing lending relationships and negotiating the financing for all of the company's holdings. He also is a member of the firm's investment committee, where he uses his industry experience in the evaluation and approval of all new investment opportunities for KBS. Prior to joining the company, Durand was a VP in JP Morgan Real Estate's CMBS group and was responsible for the origination, structuring and negotiation of CMBS, construction, bridge and mezzanine loans. He also spent more than 10 years at Babson Capital Management, a subsidiary of Massachusetts Mutual Life Insurance Co., most recently as a managing director charged with sourcing, underwriting and closing commercial real estate loans. Durand's transaction experience totals more than $17 billion and includes office, industrial, retail, multifamily and hotel properties, fixed- and floating-rate loan structures, first trust deed, mezzanine/structured finance, bridge loans and large portfolio financings. Durand also serves as the assistant vice chair on ULI's capital markets finance council, where he regularly meets with other Orange County/Inland Empire capital markets council members to address greater finance issues in commercial real estate.

TJ EDWARDS

TJ Edwards joined Walker & Dunlop in September 2020 as managing director of the company's proprietary capital group and received a promotion in August 2021 to lead Walker & Dunlop's recently-formed client services department. Edwards oversees the client services, strategic partners, sales operations, sales governance and analytics teams. He has 12 years of industry experience, including debt and equity investments, client relationship management, business operations and marketing strategy. Prior to joining Walker & Dunlop, Edwards worked at Freddie Mac for more than a decade, most recently as regional director of production and sales. While there, he spearheaded the creation of the multifamily division's diversity, equity and inclusion executive task force, focused on promoting racial and social equality and opened its first field office in Atlanta, which quickly became one of Freddie's largest lending markets following the great financial crisis. Since joining Walker & Dunlop during the COVID-19 pandemic, Edwards has played an integral role on the company's Council for Diversity, Equity & Inclusion, promoting DE&I efforts across the CRE industry and within Walker & Dunlop. Edwards spearheaded Walker & Dunlop's CRE diversity initiative, CREUnited, an industry-wide alliance that seeks to identify and remove obstacles facing minority owners and operators in the industry. He convened leading industry partners and competitors to participate in the diversity initiative, including Fannie Mae, Freddie Mac, Greystar, Kayne Anderson Real Estate, KKR, Pacific Life and Unibail-Rodamco-Westfield. Edwards volunteers with Project Destined, an organization with the mission to transform minority youth into owners and stakeholders in the communities in which they live, work and play. He also teaches and mentors minority youth; working to provide guidance and expand the CRE pipeline.

BRYAN GRAF

Growing up in the small, agricultural community of Selah, WA, Bryan Graf developed an early interest in the commercial real estate business thanks to his father. Soon after graduating from college in 2009, Graf met a real estate broker through his university's mentorship program and he went to work at his mentor's project management firm, Ewing and Clark in Seattle. While at the firm, Graf managed a portfolio of real estate in the greater Seattle area, while growing his own book of

February 01, 2022 OFFLINE

Globe St. Real Estate Forum (56-0989)

reforum-digital.com/reforum/jan_feb_202...

Monthly Visits **243K**

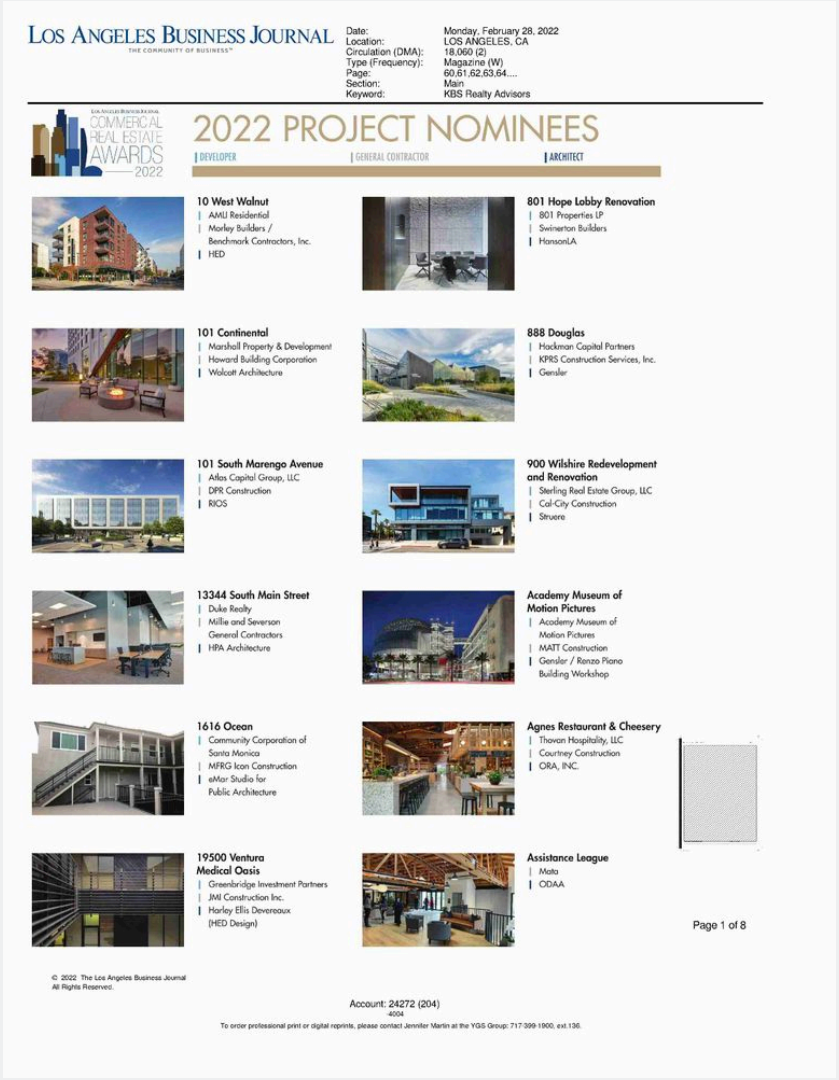
Monthly Visits

RAINMAKERS IN FINANCE
DEBT & EQUITY

The last twelve months have been good for the people who work in finance. Capital markets have been robust and the cost of capital has been relatively low. The latter, at least, will be changing this year to a certain extent requiring the men and women in this space to bring their best game to the table. We have no doubt that the people we have selected for this year's Rainmakers are more than well positioned for the task.

APARTMENT TECH
GlobeSt.
Real Estate
Forum
An ALM Publication
JANUARY/FEBRUARY 2022
CRE CAPITAL MARKETS TO THE RESCUE
+
FEATURING
RAINMAKERS
TECH INFLUENCERS
UNDERWRITING FOR SHORT-TERM LEASES
Real Estate Forum Digital Edition: www.globest.com/real-estate-forum

San Diego Business Journal



LOS ANGELES BUSINESS JOURNAL
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Date: Monday, February 28, 2022
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Type (Frequency): Magazine (W)
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Section: Main
Keyword: KBS Realty Advisors

COMMERCIAL REAL ESTATE AWARDS 2022

2022 PROJECT NOMINEES

DEVELOPER | GENERAL CONTRACTOR | ARCHITECT

10 West Walnut
- AMLI Residential
- Morley Builders / Benchmark Contractors, Inc.
- HED

801 Hope Lobby Renovation
- 801 Properties LP
- Swinerton Builders
- HansonLA

101 Continental
- Marshall Property & Development
- Howard Building Corporation
- Walcott Architecture

888 Douglas
- Hackman Capital Partners
- KPRS Construction Services, Inc.
- Gensler

101 South Marengo Avenue
- Atlas Capital Group, LLC
- DPR Construction
- RIOS

900 Wilshire Redevelopment and Renovation
- Sterling Real Estate Group, LLC
- Cal-City Construction
- Struere

13344 South Main Street
- Duke Realty
- Millie and Severson General Contractors
- HPA Architecture

Academy Museum of Motion Pictures
- Academy Museum of Motion Pictures
- MATT Construction
- Gensler / Renzo Piano Building Workshop

1616 Ocean
- Community Corporation of Santa Monica
- MFRG Icon Construction
- eMar Studio for Public Architecture

Agnes Restaurant & Cheesery
- Thovan Hospitality, LLC
- Courtney Construction
- ORA, INC.

19500 Ventura Medical Oasis
- Greenbridge Investment Partners
- JMI Construction Inc.
- Harley Ellis Devereaux (HED Design)

Assistance League
- Mata
- ODAA

Page 1 of 8

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February 28, 2022 PRINT

LA Business Journal 2022 Project Nominees (56-000)

Monthly Visits **18.1K**

Monthly Visits

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2022 PROJECT NOMINEES

DEVELOPER | GENERAL CONTRACTOR | ARCHITECT

LOS ANGELES BUSINESS JOURNAL COMMERCIAL REAL ESTATE AWARDS 2022

Aurora Capital Partners
- Aurora Capital Partners
- Warner Constructors, Inc.
- HOK

Bridge Point Long Beach
- Bridge Industrial
- Oltmans Construction Co.
- Herdman Architecture + Design Inc.

Avion Burbank
- Overton Moore Properties / Invesco
- Millie and Severson General Contractors
- Gensler / HPA Architecture

California Air Resources Board Southern California Headquarters, Mary D. Nichols Campus
- Department of General Services
- Hensel Phelps
- ZGF

The Brick & The Machine
- Clarett West Development / DLJ Capital Partner / PGIM Real Estate
- Morley Builders / Benchmark Contractors, Inc.
- Abramson Architects

California Market Center
- Brookfield Properties
- Turner Construction
- Gensler

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COMMERCIAL REAL ESTATE AWARDS 2022

2022 PROJECT NOMINEES

DEVELOPER | GENERAL CONTRACTOR | ARCHITECT

California State University, Los Angeles, Student Services Building
- California State University, Los Angeles
- Rudolph and Sletten, Inc.
- ZGF

CMM, LLP
- Hines Warner Center L.P.
- Sierra Pacific Constructors
- ENV

The Catherine - Phase II
- Century West Partners c/o Fifield Realty
- Milender White Inc.
- Killefer Flammang Architects

Confluence Park at Five Point Valencia
- FivePoint
- Consolidated Contracting Services
- AO

The Cecil Hotel
- Baron Property Group / Simon Development / BLVD Hospitality
- MDM Builders

Courtyard Los Angeles Monterey Park
- Ethan Capital
- KCS West
- AXIS / GFA Architecture + Design

The Center at Needham Ranch
- Trammell Crow Company
- Oltmans Construction Co.
- HPA Architecture

FABRIC
- Urban Offerings / ESI Ventures
- Swinerton
- Omgivning

Century Plaza Hotel and Residences
- Woodridge Capital Partners / Next Century Partners, LLC
- Webcor
- Gensler / Harley Ellis Devereaux / Marmol-Radziner

Fear of God
- Fear of God
- AG&B Construction
- Relativity Architects

citizenM Los Angeles Downtown
- citizenM Hotels / BLVD Hospitality
- Mortenson
- Concrete / Gensler

The Fitz on Fairfax
- 1250 N. Fairfax LLC
- KPRS Construction Services, Inc.
- Office Untitled

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2022 PROJECT NOMINEES

| DEVELOPER | GENERAL CONTRACTOR | ARCHITECT

LOS ANGELES BUSINESS JOURNAL COMMERCIAL REAL ESTATE AWARDS 2022

Florence Mills Apartments
- Hollywood Community Housing Corporation
- Walton Construction, Inc.
- KFA Architecture

Gemma North and South
- Jamison Properties
- Philmont Management, Inc.
- CORBel Architects / DFH Architects / Tec Design LA / Shubin Donaldson

G4 Studios and Offices
- Comcast Spectacor
- Shawmut Design and Construction
- Populous

Glorya Kaufman Performing Arts Center
- Vista Del Mar Child and Family Services
- Shawmut Design and Construction
- AUX Architecture

Gallery 90220
- SoLa Impact
- Tennex Construction
- Gensler

Golden West Tower Apartments
- Community Preservation Partners
- Renu, Inc.
- Irwin Partners Architects

LOS ANGELES BUSINESS JOURNAL COMMERCIAL REAL ESTATE AWARDS 2022

2022 PROJECT NOMINEES

| DEVELOPER | GENERAL CONTRACTOR | ARCHITECT

GoodRx Santa Monica
- AMA Project Management
- Clune Construction
- Rios Clementi Hale Studios, Inc.

The Huntington
- The Richman Group of California Development Co. LLC
- Milender White Inc.
- DesignARC Los Angeles, Inc.

Greenway Meadows
- Community Corporation of Santa Monica
- Walton Construction, Inc.
- DE Architects AIA

Ivy Station
- Lowe
- Bernards Bros. Inc.
- Ehrlich Yanai Rhee Chaney Associates / KFA, LLP

The Herald Examiner Building
- The Georgetown Company
- MATT Construction
- Gensler

Jardine
- Kilroy Realty Corporation
- Webcor
- GBD Architects Incorporated

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2022 PROJECT NOMINEES

| DEVELOPER | GENERAL CONTRACTOR | ARCHITECT

COMMERCIAL REAL ESTATE AWARDS 2022

Kaiser Permanente IT and Administrative Offices
- NFS Capital Projects
- NFS Capital Projects
- HKS Architects, Inc.

L + O
- Camden Securities Company
- Synder Langston Residential
- DE Architects AIA

KIPP Compton Community School
- KIPP SoCAL
- Oltmans Construction Co.
- Berliner Architects

The Landmark Los Angeles
- Douglas Emmett Management, LLC
- MATT Construction
- Gensler

Kurve on Wilshire
- Hankey Investment Company, LP / Jamison Properties, LP
- AECOM-Hunt / Wilshire Construction LP
- Large Architecture / Dianna Wong Architecture + Interior Design / HansonLA-Penthouses

Larchmont Mercantile
- Christina
- Del Amo Construction
- Gensler

COMMERCIAL REAL ESTATE AWARDS 2022

2022 PROJECT NOMINEES

| DEVELOPER | GENERAL CONTRACTOR | ARCHITECT

Laserfiche Corporate Headquarters
- Urbana Real Estate Development
- Millie and Severson General Contractors
- Studio One Eleven

Le Meridien
- Avanti Development
- Snyder Langston
- AO

Lawrence J. Ellison Institute for Transformative Medicine of USC
- The Luzotto Company
- Sierra Pacific Constructors
- RIOS

Llewellyn LA
- High Street Residential, a subsidiary of Trammell Crow Company
- T.B. Penick & Sons
- KFA Architecture

LAX Airport Police Facility
- Los Angeles World Airports
- Hensel Phelps
- Skidmore, Owings & Merrill

On Vine
- Kilroy Realty Corporation
- Hathaway Dinwiddie Construction Company
- Shimoda Design Group / House Roberston Architects / GDA / SKB

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2022 PROJECT NOMINEES

DEVELOPER | GENERAL CONTRACTOR | ARCHITECT

LOS ANGELES BUSINESS JOURNAL COMMERCIAL REAL ESTATE AWARDS 2022

One Encino
- SRG Properties LLC
- Sazeh Construction Corp.
- ShubinDonaldson

Pluto TV
- Intercore Project Management
- Howard Building Corporation
- AREA Architecture

One Westside
- Hudson Pacific Properties
- MATT Construction
- Gensler

The Q Topanga
- California Home Builders
- California Home Builders
- Newman Garrison + Partners

The Peak at Halo
- Brookfield Properties
- Coastline Development Inc.
- HOK

The Q Variel
- California Home Builders
- California Home Builders
- Newman Garrison + Partners

LOS ANGELES BUSINESS JOURNAL COMMERCIAL REAL ESTATE AWARDS 2022

2022 PROJECT NOMINEES

DEVELOPER | GENERAL CONTRACTOR | ARCHITECT

The Rise Hollywood
- Rescore Hollywood, LLC.
- Bernard's Construction
- Nadel Architecture and Planning

Skechers Corporate Headquarters 330 Building
- Skechers, USA Inc.
- McCarthy Building Companies, Inc.
- DFH Architects

Rocket Lab Headquarters
- Sares Regis Group
- KPRS Construction Services, Inc.
- H. Hendy Associates

St. John's Well Child and Family Clinic
- St. John's Well Child & Family Center
- Parker Brown, Inc.
- Totum Corporation

The Singer Building
- Anjac Properties
- Parker Brown Inc
- Omgivning

Steelcase Work Life Center
- Steelcase Inc
- Turelk, Inc
- Shimoda Design Group

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2022 PROJECT NOMINEES

| DEVELOPER | GENERAL CONTRACTOR | ARCHITECT

LOS ANGELES BUSINESS JOURNAL COMMERCIAL REAL ESTATE AWARDS 2022

Tencent
- Gardiner & Theobald
- Howard Building Corporation
- IA

Tower Theatre
- Shawmut Design and Construction
- Gruen Associates / Foster + Partners

The Tommie and Thompson Hotels
- Relevant Group
- Suffolk
- Steinberg Hart

Union Bank Tower Plaza and Conference Center
- KBS Capital Advisors, LLC
- Swinerton
- HLW International LLP

Torrance Commerce Center Buildings 1-7
- SRG Commercial
- Oltmans Construction Co.
- RGA Architects

Venice V Hotel
- Lambert Investments Inc.
- Lambert Investments Inc.
- Relativity Architects

LOS ANGELES BUSINESS JOURNAL COMMERCIAL REAL ESTATE AWARDS 2022

2022 PROJECT NOMINEES

| DEVELOPER | GENERAL CONTRACTOR | ARCHITECT

Vermont Corridor
- Trammell Crow Company
- Hathaway Dinwiddie
- Gensler

West Gates at Tom Bradley International Terminal (Los Angeles International Airport)
- Los Angeles World Airports
- Turner / PCL Joint Venture
- Corgan-Gensler

West End
- GPI Companies
- Del Amo Construction
- HLW International LLP

The Willows
- LA Family Housing
- Oltmans Construction Co.
- GGA+

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COMMERCIAL REAL ESTATE AWARDS 2022

2022 PROJECT NOMINEES

DEVELOPER | GENERAL CONTRACTOR | ARCHITECT

Wilshire Boulevard Temple Events and Program Building
- Wilshire Boulevard Temple
- MATT Construction
- OMA / Gruen Associates

York Retail Project
- Andrew Overtoom
- A&R Construction
- LGStudio

Woodcraft Rangers
- HITT Contracting, Inc.
- Klawiter and Associates, Inc.

CONGRATULATIONS TO OUR 2022 PROJECT NOMINEES!

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February 08, 2022 PRINT

Midwest Top Owners: Best of 2021 (56-000)

issuu.com/rednews/docs/botb_2021

Monthly Visits **92K**

Monthly Visits

94 | Midwest Real Estate News | Special Supplement www.rejournals.com

TOP OWNERS BEST OF THE BEST 2021

10 KBS

11 CenterPoint Properties

12 First Industrial Realty Trust, Inc.

13 HSA Commercial Real Estate

14 Binge & Held

15 Hunt Midwest

16 Hamilton Partners

17 Hayman Company

18 R&R Realty Group

Forbes

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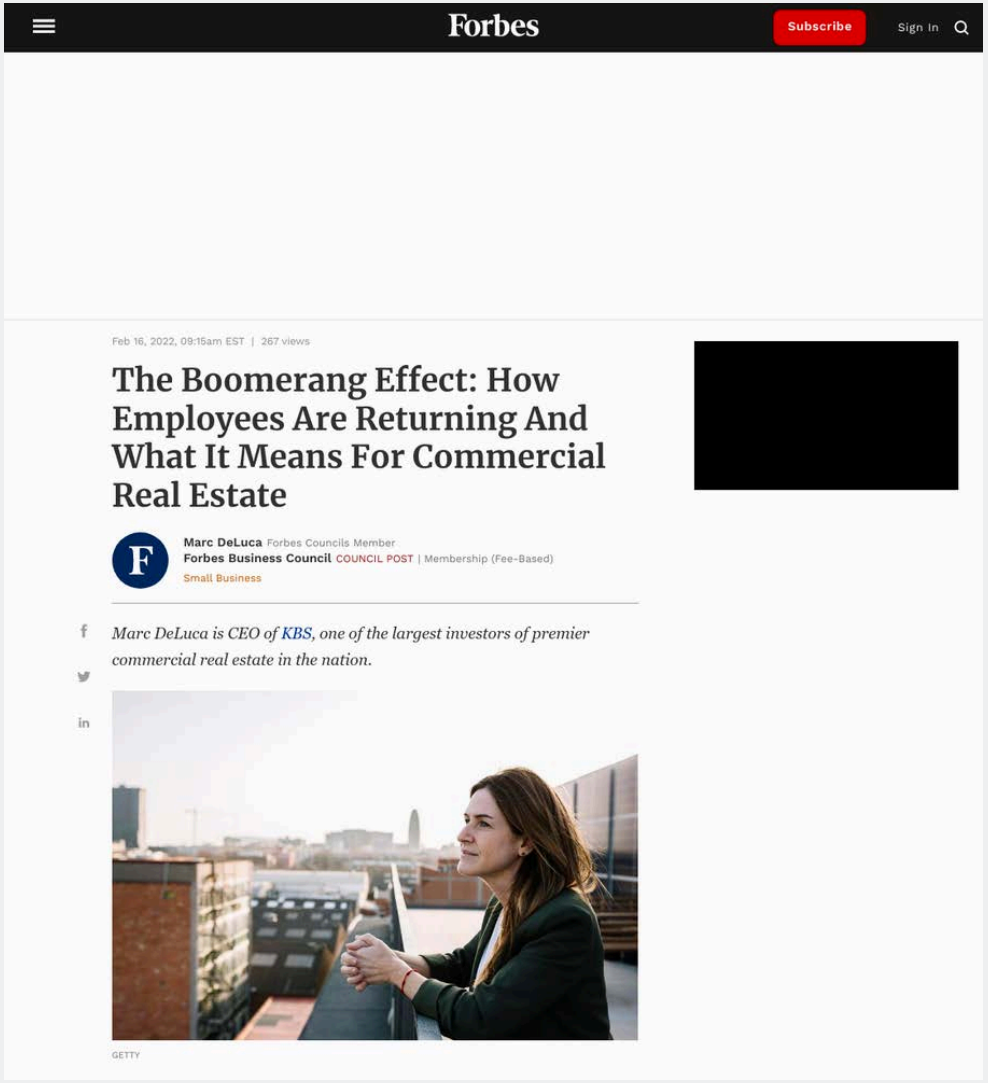

Forbes Subscribe Sign In

Feb 16, 2022, 09:15am EST | 267 views

The Boomerang Effect: How Employees Are Returning And What It Means For Commercial Real Estate

[redacted]

Marc DeLuca Forbes Councils Member
Forbes Business Council COUNCIL POST | Membership (Fee-Based)
Small Business

Marc DeLuca is CEO of KBS, one of the largest investors of premier commercial real estate in the nation.

GETTY

February 18, 2022 ONLINE

Forbes (56-01130)

forbes.com/sites/forbesbusinesscouncil/2...

Monthly Visits **69K**

Monthly Visits

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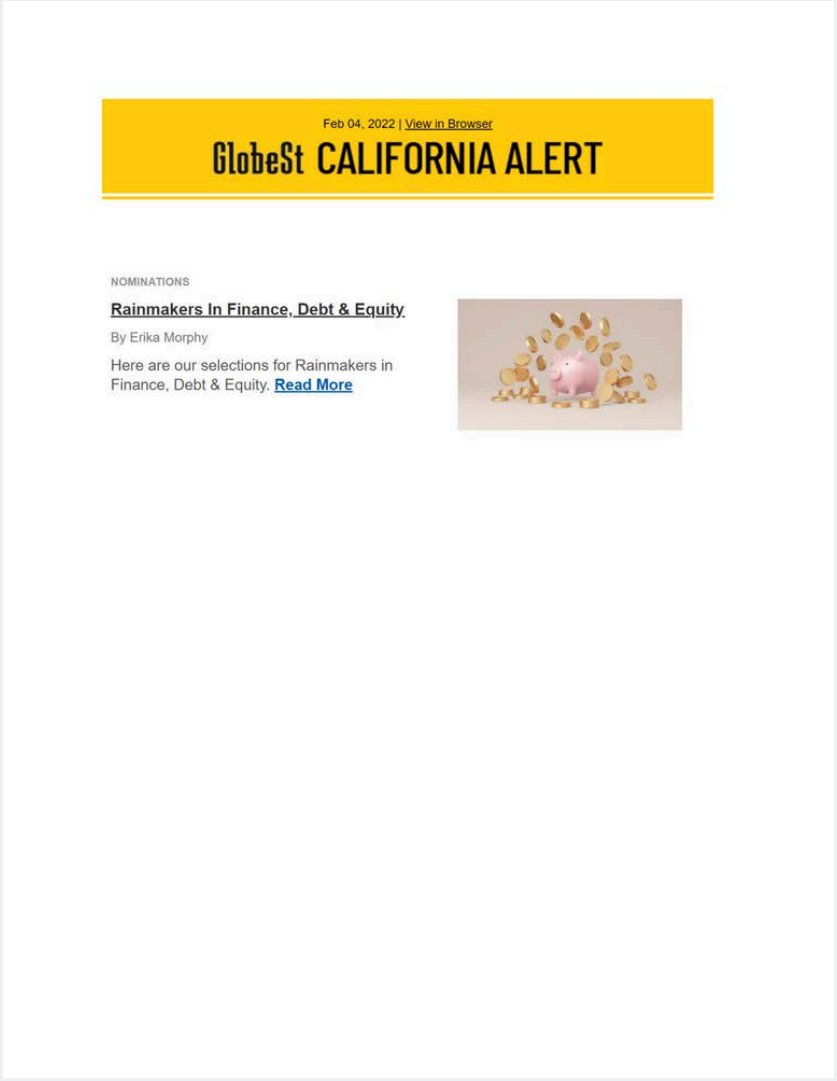

February 04, 2022 ONLINE

Globe St. Newsletter, California Alert (56-0989)

link.globest.com/view/603d61d405c2325...

Monthly Visits **40K**

Monthly Visits

Feb 04, 2022 | View in Browser

GlobeSt CALIFORNIA ALERT

NEWS

Ridge Capital Investors Continues Bay Area Buying Spree

By Kelsi Maree Borland

In joint venture with Contrarian Capital Management and Andell Holdings, the firm has acquired a two-property portfolio... Read More

ANALYSIS

The Office Market May Be Turning a Corner

By Erik Sherman

However, progress is still tentative and not all signs are immediately hopeful. Read More

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Think And Grow Rich Book Summary - Limited Time Offer

The author's philosophy can help just about anyone succeed in their professional life, achieve their aspirations, and attract success in their life, but it's definitely a must-read for investors and entrepreneurs. READ MORE

ANALYSIS

Apartment Occupancy Defies Seasonal Trends This Winter

By Paul Bergeron

RealPage reported leasing prospects signing to fill available units before the previous renter moves out. Read More

FEATURES

Short-Term Leases Complicate

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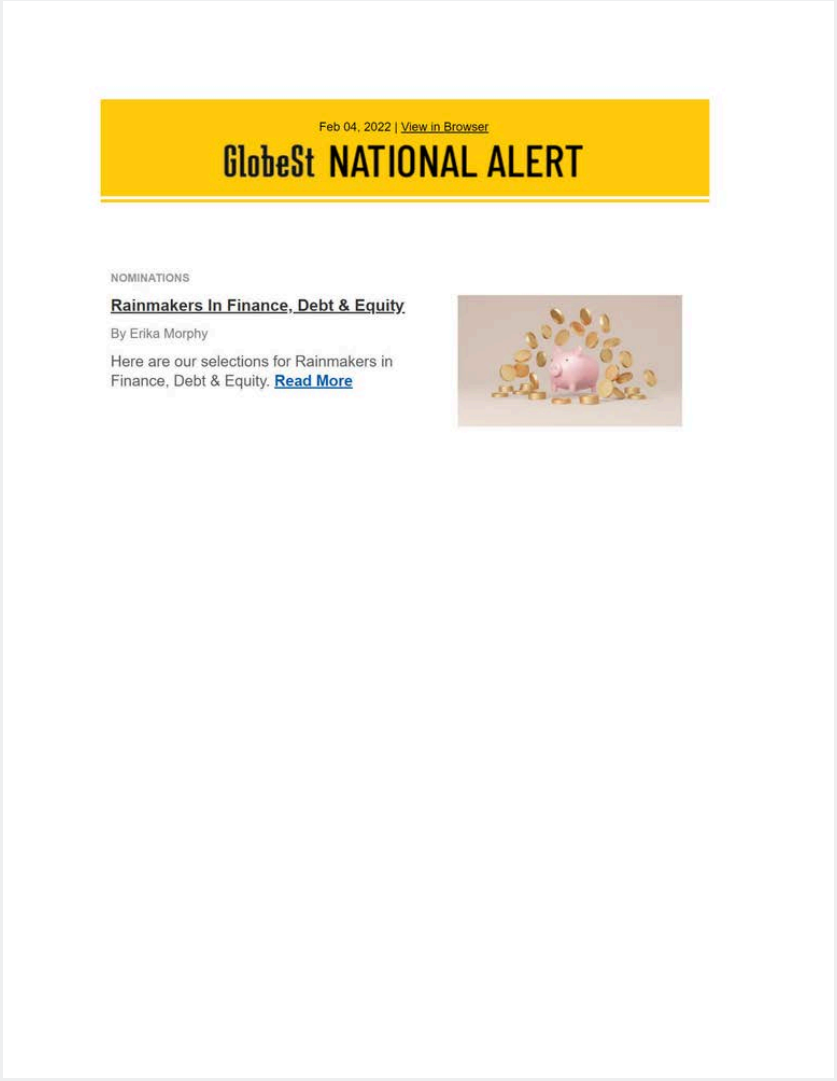

February 04, 2022 ONLINE

Globe St. Newsletter, National Alert (56-0989)

link.globest.com/view/603d61d405c2325...

Monthly Visits **40K**

Monthly Visits

Feb 04, 2022 | View in Browser

GlobeSt NATIONAL ALERT

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FEATURES

Short-Term Leases Complicate Underwriting

By Erik Sherman

As lease terms shorten, the value of properties becomes more uncertain. **Read More**

ANALYSIS

Discounters Lead Planned Retail

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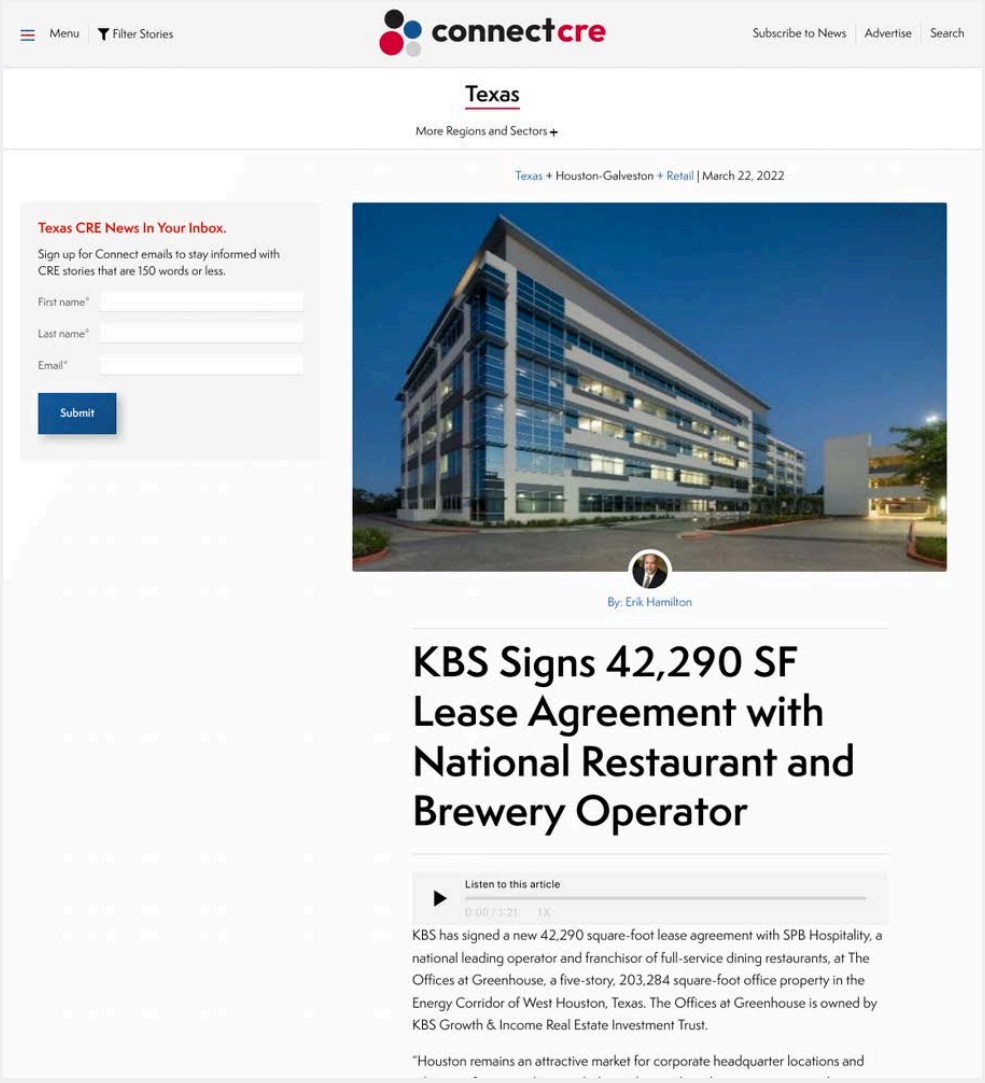

March 22, 2022 ONLINE

Connect CRE Texas (56-01408)

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Monthly Visits **49.9K**

Monthly Visits

Orange County Business Journal

ORANGE COUNTY BUSINESS JOURNAL

Date: Monday, March 21, 2022
Location: IRVINE, CA
Circulation (DMA): 15,435 (2)
Type (Frequency): Magazine (W)
Page: 40,42,44,45,46...
Section: Main
Keyword: KBS Realty Advisors

40 ORANGE COUNTY BUSINESS JOURNAL www.ocbj.com MARCH 21, 2022

THE LIST LAW FIRMS ► NEXT WEEK'S LIST *Advertising Agencies*

RANKED BY NUMBER OF OC ATTORNEYS

Rank Prev. Rank	Law firm Address	Company logo	OC attorneys Yearly % change	Attorneys firmwide OC partners	OC employees Yearly % change	No. of offices firmwide	Areas of practice	Partial list of clients	Top local official(s) Title Phone/fax
1 (1)	**Knobbe Martens** 3040 Main St., 14th floor Irvine 92614-7219 Headquarters: Irvine Website: knobbe.com Email: info@knobbe.com	Knobbe Martens	148 1%	265 99	405 2%	7	Intellectual property and technology law including litigation, patents and trademarks, copyrights, unfair competition, trade secrets, rights of publicity, licensing, USPTO trial	Monster Energy, Masimo Corp., Smith & Nephew, Edwards Lifesciences Corp., Fisher & Paykel, Orange County Great Park, Taco Bell	Steven Nataupsky managing partner (949) 760-0404/(949) 760-9502
2 (3)	**Rutan & Tucker LLP** 18575 Jamboree Road, ninth floor Irvine 92612-2134 Headquarters: Irvine Website: rutan.com Email: hohlrserr@rutan.com	RUTAN RUTAN & TUCKER, LLP	129 -6%	140 87	240 -9%	3	Corporate and tax, employment, government and regulatory, intellectual property, land use, litigation and trial, real estate, banking and finance, construction, P3/infrastructure	would not disclose	Mark B. Frazier managing partner (714) 641-5100/(714) 546-9035
3 (7)	**Sheppard, Mullin, Richter & Hampton LLP** 650 Town Center Drive, 10th floor Costa Mesa 92626-1993 Headquarters: Los Angeles Website: sheppardmullin.com Email: info@sheppardmullin.com	SheppardMullin	85 16%	1,039 33	145 13%	15	Litigation; finance and bankruptcy; labor and employment; intellectual property; real estate and land use; corporate; tax	Anaheim Arena Management LLC (Anaheim Ducks), Chevron U.S.A. Inc., Comerica Bank, CBRE Strategic Opportunity REIT Inc., NextGen Healthcare Inc.	Sean O'Connor office managing partner (714) 513-5100/(714) 513-5130
4 (11)	**Lewis Brisbois Bisgaard & Smith LLP** 650 Town Center Drive, Ste. 1400 Costa Mesa 92626-7020 Headquarters: Los Angeles Website: lewisbrisbois.com Email: charles.harris@lewisbrisbois.com	LEWIS BRISBOIS	80 45%	1,669 47	110 24%	54	General liability, construction, employment, professional and commercial liability, transportation, medical and legal malpractice	would not disclose	Charles Harris managing partner (714) 545-9200/(714) 850-1030
5 (4)	**Gibson, Dunn & Crutcher LLP** 3161 Michelson Drive Irvine 92612-4412 Headquarters: NA Website: gibsondunn.com Email: inquiries@gibsondunn.com	GIBSON DUNN	79 0%	1,659 15	128 -1%	20	Complex litigation, M&A, corporate finance, shareholder activism, intellectual property/patent, securities litigation, environmental, data privacy, restructuring, employment	Allergan PLC, Chevron, Western Digital, HP, Landsea Homes Corp.	Michele L. Maryott partner in charge (949) 451-3800/(949) 451-4220

Abbreviations: NA, not applicable; N/R, not ranked

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Researched by Meghan Klawer

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March 21, 2022 PRINT

Orange County Business Journal (56-000)

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▶ *From page 40*

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5 (3)	**Latham & Watkins LLP** 650 Town Center Drive, 20th floor Costa Mesa 92626-1925 Headquarters: NA Website: lw.com Email: webmaster@lw.com	LATHAM&WATKINS	79 -1%	3,370 18	156 1%	31	M&A, public company representation, private equity, securities litigation, intellectual property, corporate finance, real estate finance, REITs, environmental, shareholder activism	Allergan, Edwards Lifesciences, Entrepreneur Media, Golden State Foods, Landeas, Lineage Logistics, NextGen Healthcare, Puma Biotechnology, Sorrento	Michael Tresko office managing partner (714) 540-1235/(714) 755-8290	
7 (5)	**Bremer, Whyte, Brown & O'Meara LLP** 20320 S.W. Birch St., second floor Newport Beach 92660-1787 Headquarters: Newport Beach Website: bremerwhyte.com Email: marketing@bremerwhyte.com	BWBOM	77 0%	192 16	130 1%	11	General liability, business, family, personal injury, wills/trusts, construction, environmental, real estate, employment	Uber, Waste Management Inc., Toshiba, Farmers Insurance, Arch Insurance Group Inc., Enterprise Rent-A-Car, Discovery, James River Insurance, Liberty	Nicole Whyte/Keith Bremer/ Jeremy Johnson CEO, founding partner/founding partner/COO (949) 221-1000/(949) 221-1001	
8 (6)	**Stradling Yocca Carlson & Rauth PC** 660 Newport Center Drive, Ste. 1600 Newport Beach 92660-6442 Headquarters: Newport Beach Website: stradlinglaw.com Email: sfrechtel@stradlinglaw.com	Stradling	74 0%	115 46	129 -5%	12	Corporate and securities; corporate investigations and white-collar defense; employment; intellectual property; public finance; public law	ApaFolio, CorVel, Deckers Brands, Edwards Lifesciences, Okapi Ventures, Real Good Foods, Restaurant365, State of California, Tandem Diabetes Care	Brian Forbath/Kathleen Marcus/ Mark Sokol/Christopher Ivey/ Doug Brown shareholders (949) 725-4000/(949) 725-4100	
9 (8)	**Snell & Wilmer** 600 Anton Blvd., Ste. 1400 Costa Mesa 92626-7689 Headquarters: Phoenix Website: swlaw.com Email: info@swlaw.com	Snell & Wilmer	72 9%	466 31	109 2%	16	Corporate/finance, commercial litigation, intellectual property, real estate, product liability, estate planning, franchising, employment, bankruptcy, environmental, construction	would not disclose	Kellan S. Vaal/Eric S. Pezold managing partners, Orange County office (714) 427-7000/(714) 427-7799	
10 (12)	**Buchalter** 18400 Von Karman Ave., Ste. 800 Irvine 92612-0514 Headquarters: Los Angeles Website: buchalter.com Email: marketing@buchalter.com	Buchalter	71 31%	375 30	108 24%	10	Aviation and aerospace, commercial finance, corporate, healthcare, intellectual property, insolvency, labor and employment, litigation, real estate, tax/estate planning	would not disclose	Martin P. Horman managing partner, Orange County office (949) 760-1121/(949) 720-0182	
11 (12)	**O'Melveny & Myers LLP** 610 Newport Center Drive, 17th floor Newport Beach 92660-6429 Headquarters: Los Angeles Website: omm.com Email: info@omm.com	O'Melveny	54 4%	795 17	87 5%	17	Corporate/securities, intellectual property and technology, commercial litigation, executive compensation, tax, labor/employment, financial services, real estate	CoreLogic Inc., Edwards LifeSciences, Fannie Mae, Glaukos Corp., Crown Financial Corp., Sabra Healthcare REIT Inc., Weebnx Digital Corp.	Amy Laurendeau managing partner (949) 823-6900/(949) 823-6994	
12 (9)	**Troutman Pepper Hamilton Sanders LLP** 5 Park Plaza, Ste. 1400 Irvine 92614-2545 Headquarters: NA Website: troutman.com Email: troutman.pepperlib@troutman.com	troutman pepper	51 -12%	1,137 23	75 -10%	24	Corporate and securities, real estate finance, business litigation, renewable energy, insurance, labor and employment, intellectual property, cybersecurity, multifamily housing	Delta Airlines, CrossFit, Lucky Brand, CoreLogic Inc., Verizon, Beazley Group	Steven D. Allison office managing partner (949) 622-2700/(949) 622-2739	
13 (14)	**Fisher & Phillips LLP** 2050 Main St., Ste. 1000 Irvine 92614-8242 Headquarters: Atlanta Website: fisherphillips.com Email: tlp@fisherphillips.com	Fisher Phillips	50 -2%	506 24	88 7%	36	Labor/employment, employee benefits, trade secrets, immigration	would not disclose	Jeffrey Thurnell regional managing partner (949) 851-2424/(949) 851-0152	
14 (10)	**Newmeyer Dillion** 895 Dove St., fifth floor Newport Beach 92660-2998 Headquarters: Newport Beach Website: newmeyerdillion.com Email: marketing@ndlf.com	NEWMEYER DILLION	48 -14%	64 26	84 -10%	3	Residential and commercial real estate, business transactions and litigation, insurance coverage, cybersecurity, employment, land use, environmental, construction litigation	would not disclose	Paul L. Totzkoff managing partner (949) 854-7000/(949) 854-7099	
15 (16)	**Jackson Lewis PC** 200 Spectrum Center Drive, Ste. 500 Irvine 92618-5035 Headquarters: White Plains, N.Y. Website: jacksonlewis.com	JacksonLewis	47 12%	993 15	65 -2%	58	Employment litigation and labor law	would not disclose	Alison L. Lynch office managing principal (949) 885-1360/(949) 885-1380	
16 (16)	**Allen Matkins** 1000 Main St., 59th floor Irvine 92614-7321 Headquarters: Los Angeles Website: allenmatkins.com Email: kbeecher@allenmatkins.com	Allen Matkins	45 7%	219 39	67 5%	5	Real estate, corporate/finance, tax/joint venture, litigation, environmental/natural resources, labor/employment; restructuring, insolvency and bankruptcy	would not disclose	Evan Eremel office operating partner (949) 553-1313/(949) 553-8354	
17 (15)	**Woodruff, Spradlin & Smart, APC** 555 Anton Blvd., Ste. 1200 Costa Mesa 92626-7670 Headquarters: Costa Mesa Website: wss-law.com Email: tbornside@wss-law.com	WS&S	41 0%	41 24	69 -7%	1	Public agency, including tort litigation, eminent domain, labor/employment, transactional and environmental law	would not disclose	Patrick Desmond/Gregory Simonian/Barbara Rolleahu executive committee (714) 558-7000/(714) 835-7787	

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THE LIST LAW FIRMS

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▶ *From page 42*

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18 (15)	**Jones Day** 3161 Michelson Drive, Ste. 800 Irvine 92612-4408 Headquarters: NA Website: jonesday.com Email: info@jonesday.com	JONES DAY	40 -17%	2,428 12	65 -7%	42	Litigation, mergers and acquisitions, corporate, healthcare, labor and employment, securities litigation, banking and finance, cybersecurity, privacy, intellectual property	Advantage Sales & Marketing, Applied Medical, CareTrust REIT, Del Taco, Edwares Lifesciences, Experian, Hyundai, Prime Healthcare, Skyworks Solutions	Richard Grabowski partner in charge (949) 851-3939/(949) 553-7539	
18 (21)	**Wallsworth** 19900 MacArthur Blvd., Ste. 1150 Irvine 92612-8433 Headquarters: Irvine Website: wlfirm.com Email: media@wlfirm.com	WALLSWORTH	40 14%	61 20	72 -4%	3	Life science, business commercial/real estate, construction, employment, environmental, general/premises/product/professional liability, public entity, toxic tort	would not disclose	Dee Cohen Katz managing partner (714) 634-2522/(714) 634-0686	
20 (16)	**Morgan, Lewis & Bockius LLP** 600 Anton Blvd., Ste. 1800 Costa Mesa 92626-7653 Headquarters: NA Website: morganlewis.com Email: news@morganlewis.com	Morgan Lewis	38 -10%	1,985 17	78 +11%	31	Corporate and finance, labor and employment, investment management, securities regulation and litigation, commercial litigation	would not disclose	Collie F. James IV Orange County office managing partner (714) 830-0600/(714) 830-0700	
21 (20)	**Callahan & Blaine** 3 Hutton Centre Drive, Ste. 900 Santa Ana 92707-5781 Headquarters: Santa Ana Website: callahan-law.com Email: esusolik@callahan-law.com	CALLAHAN & BLAINE	36 0%	36 6	85 0%	2	Business, real estate and intellectual property litigation, employment law, insurance coverage and bad faith, catastrophic personal injury, including brain trauma/wrongful death	would not disclose	Edward Susolik CEO/president/managing partner (714) 241-4444/(714) 241-4445	
22 (27)	**Crowell & Moring LLP** 3 Park Plaza, 20th floor Irvine 92614-8505 Headquarters: Washington, D.C. Website: crowell.com Email: info@crowell.com	Crowell	35 13%	649 8	101 4%	12	Antitrust; affirmative recovery, litigation, environmental, healthcare, IP, investigations, media/advertising, white collar/regulatory enforcement, insurance, State AG	General Motors Company, Ingram Micro Inc., Humana Inc., Regents of the University of California, United Airlines, AT&T, Marriott International	Chahira Solh managing partner (949) 263-8400/(949) 263-8414	
22 (27)	**Palmieri, Tyler, Wiener, Wilhelm & Waldron LLP** 19900 Main St., Ste. 700 Irvine 92614-7328 Headquarters: Irvine Website: ptwww.com Email: thaylock@ptwww.com	PALMIERI TYLER	35 13%	35 17	64 7%	1	Business litigation, real estate/corporate, estate planning/wealth management, labor/employment	would not disclose	Stephen A. Scheck/Chadwick C. Burch/Ryan M. Easter/Erica M. Sorosky management committee (949) 851-9400/(949) 851-1554	
24 (41)	**K&L Gates LLP** 1 Park Plaza Irvine 92614-5910 Headquarters: Pittsburgh Website: klgates.com Email: brooke.erickson@klgates.com	K&L GATES	34 31%	1,829 15	58 9%	46	Corporate, intellectual property, product liability, life sciences, employment, commercial litigation, tax	Axonics Inc., Avid Bioservices, First American Financial, InMode	Michael A. Hedge managing partner (949) 253-0900/(949) 253-0902	
25 (22)	**Atkinson, Andelson, Loya, Ruud & Romo** 20 Pacifica, Ste. 1100 Irvine 92618-3398 Headquarters: Cerritos Website: aalrr.com Email: duran@aalrr.com	aalrr	33 -3%	218 18	41 3%	9	Labor and employment, construction, facilities, litigation, corporate, education, special education, water	Masimo Corp., Santa Ana Unified School District, Metropolitan Water District of Southern California	Brigham M. Cheney/Anthony P. De Marco office managing partner/Southern California education law practice group leader (949) 453-4260/(949) 453-4262	
26 (24)	**Koeller, Nebeker, Carlson & Haluck LLP** 3 Park Plaza, Ste. 1500 Irvine 92614-8558 Headquarters: Irvine Website: knchlaw.com Email: intakeirvine@knchlaw.com	KNCH	32 0%	83 14	65 -6%	8	General and government tort liability, construction, business and employment litigation	would not disclose	Mark Newcomb managing partner (949) 864-3400/(949) 864-9000	
26 (27)	**Ogletree, Deakins, Nash, Smoak & Stewart PC** 695 Town Center Drive, 15th floor Costa Mesa 92626-7196 Headquarters: Greenville, S.C. Website: ogletree.com Email: client.services@ogletreedeakins.com	Ogletree Deakins	32 3%	930 12	92 -2%	53	Labor and employment, litigation, workplace safety and health, wage and hour, class action, ERISA	would not disclose	Michael J. Sexton managing shareholder, Orange County (714) 800-7900/(714) 754-1298	
27 (27)	**Orrick** 2050 Main St., Ste. 1100 Irvine 92614-8255 Headquarters: San Francisco Website: orrick.com Email: pr@orrick.com	orrick	32 3%	1,344 5	53 -4%	27	IP, trade secrets, complex litigation and dispute resolution, employment, public finance, energy and infrastructure, general litigation, M&A and private equity, white collar	would not disclose	Don Field Orange County office leader (949) 567-6700/(949) 567-6710	
29 (27)	**Gordon Rees Scully Mansukhani LLP** 5 Park Plaza, Ste. 1100 Irvine 92614-8502 Headquarters: San Francisco Website: grsm.com Email: marketing@grsm.com	GORDON&REES SCULLY MANSUKHANI	31 0%	1,042 13	36 0%	74	Commercial litigation, employment litigation, products liability defense, intellectual property, construction, tax, corporate transactions, energy, cleantech, infrastructure	would not disclose	Christine Barker/Manuel Solitario co-managing partners, OC office (949) 255-6955/(949) 474-2060	

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30 (23)	**Littler** 18565 Jamboree Road, Ste. 800 Irvine 92612-2535 Headquarters: NA Website: littler.com	Littler	31 -6%	1,732 15	42 -5%	104	Labor and employment law	would not disclose	Jon G. Miller office managing shareholder (949) 705-3000/(949) 724-1201
30 (24)	**Nossaman LLP** 18101 Von Karman Ave., Ste. 1800 Irvine 92612-0177 Headquarters: NA Website: nossaman.com Email: info@nossaman.com	NOSSAMAN	31 -3%	138 19	51 -4%	7	Environmental, land use, eminent domain, real estate, employment, public finance, healthcare, water, litigation	would not disclose	George Joseph managing partner (949) 833-7800/(949) 833-7878
32 (34)	**Paul Hastings LLP** 695 Town Center Drive, 17th floor Costa Mesa 92626-1924 Headquarters: Los Angeles Website: paulhastings.com	PAUL HASTINGS	30 3%	1,111 8	48 12%	20	Corporate, employment, finance, litigation, real estate, tax	Cushman & Wakefield Inc., Disneyland Resort, Facebook Inc., Fitness International Inc., GI Partners, Teachers Insurance, Wells Fargo & Co.	John Simonis office chair, Orange County (714) 668-6200/(714) 979-1921
33 (27)	**Payne & Fears LLP** 4 Park Plaza, Ste. 1100 Irvine 92614-8550 Headquarters: Irvine Website: paynefears.com Email: info@paynefears.com	PAYNE • FEARS	29 -6%	40 19	47 -11%	8	Labor/employment, business litigation, insurance coverage	Safeway, Walmart stores, CVS, ABM Industries, SC Fuels	Jeffrey K. Brown managing partner (949) 851-1100/(949) 851-1212
33 (37)	**Wolfe & Wyman LLP** 2212 Dupont Drive Irvine 92612-1325 Headquarters: Irvine Website: ww.law Email: sbwolfe@ww.law	WOLFE & WYMAN LLP	29 7%	53 10	56 6%	5	Banking, finance and mortgage litigation; insurance litigation; construction, employment law, environmental law, real estate, business litigation, retail, hospitality	Citibank, PNC Bank, MoneyGram, Cenlar FSB, NS Inden's Co., W.R.Berkley Corp., Marriott Resorts, Westin Resorts, Smart & Final, Knight Insurance	Stuart B. Wolfe/Samuel A. Wyman partners (949) 475-9090/(949) 475-9203

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35 (24)	**Call & Jensen** 610 Newport Center Drive, Ste. 700 Newport Beach 92660-6450 Headquarters: Newport Beach Website: calljensen.com Email: info@calljensen.com	CALL & JENSEN	28 -13%	28 11	49 -9%	1	Business litigation, class action, employment, intellectual property, real estate, higher education	Chevron, Western Digital, Chipotle, 7-Eleven, Kohl's, Boston Market, Macy's, Mossimo, Nordstrom, Pepperdine University, OfficeMax, LA Fitness, Toshiba	Julie R. Trotter managing shareholder (949) 717-3000	
35 (37)	**Hall Griffin LLP** 1851 E. First St., 10th floor Santa Ana 92705-4054 Headquarters: Santa Ana Website: hallgriffin.com Email: info@hallgriffin.com	HALL GRIFFIN	28 4%	28 6	53 8%	5	Commercial and construction litigation, real estate litigation, mortgage banking litigation, labor and employment, professional liability and personal injury defense	Lennar Homes of California Inc., Specialized Loan Servicing LLC, Orange Coast Title Co., Western National Group, CEATS Inc., Enviro Energy	Howard D. Hall managing partner (714) 918-7000/(714) 918-8996	
35 (35)	**Jackson Tidus** 2030 Main St., 12th floor Irvine 92614-9104 Headquarters: Irvine Website: jacksontidus.law Email: info@jacksontidus.law	Jackson Tidus	28 0%	30 18	43 2%	2	Litigation, real estate, land use, subdivision, business	would not disclose	M. Alim Malik president (949) 752-8585/(949) 752-0597	
35 (35)	**Manatt, Phelps & Phillips LLP** 695 Town Center Drive, 14th floor Costa Mesa 92626-1924 Headquarters: Los Angeles Website: manatt.com Email: shorr@manatt.com	manatt	28[in] NA	300[in] 141[in]	50[in] NA	10	Litigation, white collar, real estate, land use, privacy/data security, corporate finance, M&A, financial services, intellectual property, labor/employment, environmental	Avanath Capital Management, Impac Mortgage Holdings, CapRock Partners, D.A. Davidson Companies, Del Taco, Mullen Technologies, Poseidon Water	Susan Horr office partner (714) 371-2500/(714) 371-2550	
39 (43)	**Best Best & Krieger LLP** 18101 Von Karman Ave., Ste. 1000 Irvine 92612-0164 Headquarters: Riverside Website: bbklaw.com Email: info@bbklaw.com	BBK	27 8%	224 13	48 0%	10	Municipal, special district, environmental and natural resources, election, business, litigation, energy and real estate law	Cities of Lake Forest, Aliso Viejo, San Clemente, Santa Ana, Stanton and the Municipal Water District of Orange County	Matthew Richardson office managing partner (949) 263-2600/(949) 260-0972	
39 (47)	**Greenberg Traurig LLP** 18565 Jamboree Road, Ste. 500 Irvine 92612-2562 Headquarters: NA Website: gtlaw.com Email: wrimarketing@gtlaw.com	GT GreenbergTraurig	27 13%	2,425 14	47 21%	42	Corporate, real estate, litigation, IP litigation, consumer class action defense, trademark and brand management, unfair competition, tax, restructuring and bankruptcy, energy	KBS Capital Advisors, The Ritchie Companies LP, Pacific Life Insurance Co., Yamaha Corp. of America, Western Digital Corp., Bank of the West, Sempra	Bruce Fischer/Susan Heller co-managing shareholders, OC office (949) 732-6500/(949) 732-6501	
39 (41)	**Jones Mayer** 3777 N. Harbor Blvd. Fullerton 92835-1336 Headquarters: Fullerton Website: jones-mayer.com Email: rdj@jones-mayer.com	JONES MAYER LAW	27 4%	34 12	48 4%	2	Municipal, labor, civil litigation, receiverships, police legal advisor	Cities of Fullerton, La Habra, Costa Mesa, Whittier, Westminster, California State Sheriffs' Association	Richard D. Jones owner/president (714) 446-1400/(714) 446-1448	
42 (37)	**Bryan Cave Leighton Paisner LLP** 1920 Main St., Ste. 1000 Irvine 92614-7276 Headquarters: NA Website: bclplaw.com	BRYAN CAVE LEIGHTON PAISNER LLP	26 -4%	1,367 10	45 0%	30	Corporate finance, financial services, real estate, intellectual property, labor/employment, litigation, product liability	would not disclose	Holly P. Lopez Irvine office partner in charge (949) 223-7000/(949) 223-7100	
43 (47)	**Brown & Streza LLP** 40 Pacifica, 15th Floor Irvine 92618-7471 Headquarters: Irvine Website: brownandstreza.com Email: info@brownandstreza.com	BROWN & STREZA ATTORNEYS AT LAW	25 4%	25 12	84 2%	1	Tax, estate, business, and charitable planning, mergers and acquisitions, business succession planning, estate administration, real estate	would not disclose	Richard E. Streza/Matt G. Brown/Vincent J. Le Pore III managing partner/partner/partner (949) 453-2900/(949) 453-2916	
43 (43)	**Ferruzzo & Ferruzzo LLP** 3737 Birch St., Ste. 400 Newport Beach 92660-4999 Headquarters: Newport Beach Website: ferruzzo.com Email: jferruzzo@ferruzzo.com	FERRUZZO	25 0%	25 13	47 9%	1	Business, mergers and acquisitions, taxation, real estate, litigation, estate planning, trust administration, trust litigation, employer practices, and new vehicle dealership	would not disclose	James J. Ferruzzo managing partner (949) 608-6900/(949) 608-5994	
43 (43)	**Murtaugh Treglia Stern & Deily LLP** 2603 Main St., penthouse Irvine 92614-6232 Headquarters: Irvine Website: murtaughlaw.com	MURTAUGH TREGLIA STERN & DEILY LLP	25 0%	25 10	47 4%	1	Civil litigation, business counseling, trust litigation, estate planning, employment counseling	would not disclose	Michael Murtaugh senior partner (949) 794-4000/(949) 794-4099	
43 (43)	**Wright, Finlay & Zak LLP** 4665 MacArthur Court, Ste. 200 Newport Beach 92660-1811 Headquarters: Newport Beach Website: wrightlegal.net Email: rwright@wrightlegal.net	WRIGHT, FINLAY & ZAK	25 0%	42 7	56 -3%	5	Litigation services in mortgage banking, loan servicing, real estate, bankruptcy, eviction, general business, real estate transactional	Ocwen Financial Corp., Select Portfolio Servicing Inc., Carrington Mortgage Services LLC, Fay Servicing LLC, P.D. Oloch Development	Robin Wright managing partner (949) 477-5050/(949) 608-9142	

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[in] Business Journal estimate

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ORANGE COUNTY BUSINESS JOURNAL

Date: Monday, March 21, 2022
Location: IRVINE, CA
Circulation (DMA): 15,435 (2)
Type (Frequency): Magazine (W)
Page: 40,42,44,45,46....
Section: Main
Keyword: KBS Realty Advisors

THE LIST LAW FIRMS

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Rank Prev. Rank	Law firm •Address	Company logo	OC attorneys •yearly % change	Attorneys firmwide •OC partners	OC employees •yearly % change	No. of offices firmwide	Areas of practice	Partial list of clients	Top local official(s) •Title •Phone/fax	
47 (33)	**Haynes and Boone LLP** 600 Anton Blvd., Ste. 700 Costa Mesa 92626-7651 Headquarters: Dallas Website: haynesboone.com Email: greg.michelson@haynesboone.com	HAYNES BOONE	24 -20%	597 13	45 -15%	18	IP (patent prosecution, litigation, and PTO proceedings), commercial litigation, appellate litigation, insurance litigation, real estate, mergers/acquisitions, labor/employment	PayPal Inc., Qualcomm Inc., Western Digital Corp., Edwards Lifesciences, Lyft Inc., CoreLogic	Greg Michelson administrative partner, Orange County (949) 202-3000/(949) 202-3001	
48 (51)	**CDF Labor Law LLP** 18300 Von Karman Ave., Sts. 800 Irvine 92612-1037 Headquarters: Irvine Website: cdflaborlaw.com Email: drausa@cdflaborlaw.com	CDF Labor Law LLP	22 5%	45 15	48 14%	5	Labor, employment and immigration defense	would not disclose	Marie DiSante managing partner (949) 622-1661/(949) 622-1669	
48 (56)	**Everett Dorey LLP** 18300 Von Karman Ave., Sts. 900 Irvine 92612-1054 Headquarters: Irvine Website: everettdorey.com Email: mfernandun@everettdorey.com	EVERETT DOREY, LLP	22 0%	22 6	34 -9%	4[H]	General liability, environmental, construction site injuries, public entity, transportation/common carrier/commercial auto, mold, toxic tort, asbestos, education/ accreditation	AvalonBay, AIG, ASCIP, City of Buena Park, City of Costa Mesa, City of Santa Ana,LAGWP, Irvine Co., Honda, IRWD, Leslie's Pool Supply, Travelers, WIAGC	Seymour Everett/Samantha Dorey/Stacy Douglas managing partner/partner/ partner (949) 771-9233/(949) 377-3110	
48 (50)	**Grant, Genovese & Baratta LLP** 2030 Main St., 16th floor Irvine 92614-7257 Headquarters: Irvine Website: ggb-law.com Email: mfolsgg@-law.com	GG&B GRANT GENOVESE & BARATTA LLP	22 0%	22 12	47 12%	1	Business, real estate, partnership, tort, insurance bad faith, defense/ coverage litigation, business/real estate transactions	would not disclose	David C. Grant managing partner (949) 660-1800/(949) 660-6060	
51 (47)	**Irell & Manella LLP** 840 Newport Center Drive, Ste. 400 Newport Beach 92660-6324 Headquarters: Los Angeles Website: irell.com Email: info@irell.com	IRELL & MANELLA LLP	21 -13%	65 8	37 -14%	3	Intellectual property, complex commercial litigation	would not disclose	Kyle Kawakami managing partner (949) 760-0991/(949) 760-5200	

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[H] Includes two unoccupied satellite offices used as needed

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▶ From page 47

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51 (37)	**Theodora Oringher PC** 535 Anton Blvd., ninth floor Costa Mesa 92626-7109 Headquarters: Los Angeles Website: tocounsel.com Email: info@tocounsel.com	THEODORA ORINGHER	21 -22%	45 16	42 -5%	2	Business/civil litigation, corporate, labor/employment, healthcare, sports, construction, real estate	would not disclose	Todd C. Theodora/Kevin A. Dorse CEO, president/CFO, managing partner (714) 549-9200/(714) 549-6201	
53 (74)	**FitzGerald Kreditor Bolduc Risbrough LLP** 2 Park Plaza, Ste. 850 Irvine 92614-2521 Headquarters: Irvine Website: fkbrlegal.com Email: info@fkbrlegal.com	FKBR	20 33%	21 11	31 29%	2	Business, litigation, securities, commercial real estate, estate planning, asset protection, tax and probate, land-use, trademarks, constructions	would not disclose	Eoin L. Kreditor/Michael J. Fitzgerald senior partners (949) 788-8900/(949) 788-8950	
53 (53)	**Shook, Hardy & Bacon LLP** 5 Park Plaza, Ste. 1600 Irvine 92614-2545 Headquarters: Kansas City, Mo. Website: shb.com Email: fencemichael@shb.com	SHOOK	20 6%	530 8	34 0%	17	Product liability; business litigation; intellectual property; class action; environmental/toxic tort; e-discovery; data privacy; regulatory for health, science and tech sectors	Mitsubishi Motors, Boston Scientific Corp., Pfizer Inc.	Eva M. Weiler managing partner (949) 475-1500/(949) 475-0016	
53 (56)	**TLD Law** 2010 Main St., Ste. 1000 Irvine 92614-7229 Headquarters: Irvine Website: tldlaw.com Email: sbenden@tldlaw.com	TLD LAW	20 5%	20 8	24 -11%	4	Employment law, corporate transactional, family law, estate planning	would not disclose	Shannon M. Jenkins/Mark C. Doyle/Dan R. Gold managing partner/partner/partner (949) 756-0684/(866) 298-9254	
56 (53)	**Callahan, Thompson, Sherman & Caudill LLP** 2601 Main St., Ste. 800 Irvine 92614-4233 Headquarters: Irvine Website: ctsclaw.com Email: epeterson@ctsclaw.com	CTSC law	19 -5%	22 11	38 -5%	3	Civil litigation, insurance defense, employment, automobile dealership law, restaurant hospitality, tort law, class actions, nonprofits	would not disclose	Robert Thompson/Lee Sherman/Brandt Caudill/Kathleen Hartman partners (949) 261-2872/(949) 261-6060	
57 (53)	**Bohm Wildish & Matsen LLP** 695 Town Center Drive, Ste. 700 Costa Mesa 92626-7187 Headquarters: Costa Mesa Website: bohmwildish.com Email: jbohm@bohmwildish.com	BWM	18 -10%	18 7	33 -8%	1	Civil litigation, asset protection, estate planning, construction defect, trust litigation, real estate	would not disclose	James G. Bohm managing partner (714) 384-6500/(714) 384-6501	
57 (51)	**One LLP** 23 Corporate Plaza, Sts. 150 Newport Beach 92660-7908 Headquarters: Newport Beach Website: onellp.com	one llp	18 -14%	32 16	30 0%	4	Intellectual property and technology law including patents, copyrights, trademark and trade secrets; entertainment law; appeals; commercial litigation	Broadcom Inc., Alcatel-Lucent, Caltech, Abbott Laboratories, CoreLogic, Targus	Peter Afrasiabi/John Tehranian founding partners (949) 502-2870/(949) 258-5081	
57 (58)	**Prenovost, Normandin, Dawe & Rocha** 2122 N. Broadway, Ste. 200 Santa Ana 92706-2614 Headquarters: Santa Ana Website: pndr.com Email: tprenovost@pndr.com	PRENOVOST NORMANDIN DAWE & ROCHA	18 6%	18 4	42 -2%	2	Civil, commercial, banking, real estate, law/litigation, construction, automobile, bankruptcy, estate planning, corporate, credit unions	Thompson Building Materials Inc., AIG Insurance, Pacific Western Bank, Tuttle-Click Automotive Group, SchoolsFirst Credit Union	Thomas Prenovost Jr./Tom Roddy Normandin co-managing principals (714) 547-2444/(714) 835-2889	
57 (63)	**Robinson Calcagnie Inc.** 19 Corporate Plaza Drive Newport Beach 92660-7904 Headquarters: Newport Beach Website: robinsonfirm.com Email: inquiry@robinsonfirm.com	ROBINSON CALCAGNIE, INC	18 6%	18 10	48 4%	1	Products liability, personal injury, mass torts	would not disclose	Mark P. Robinson Jr. senior partner (949) 720-1288/(949) 720-1292	
57 (57)	**Wesierski & Zurek LLP** 29 Orchard Road Lake Forest 92630-8300 Headquarters: Lake Forest Website: wzllp.com Email: cwesierski@wzllp.com	WESIERSKI & ZUREK PARTNERS, LLP	18[1] NA	30[1] 3[1]	40[1] NA	2	Business litigation, products, employment defense	City of Newport Beach, County of Orange, Joint Powers, Marriott International Inc., Mexi-Grill dba Javiers Cantina & Grill, Olen Properties	Christopher P. Wesierski managing senior partner (949) 975-1000/(949) 756-0517	
62 (58)	**AlvaradoSmith** 1 MacArthur Place, Ste. 200 Santa Ana 92707-5941 Headquarters: Santa Ana Website: alvaradosmith.com Email: rsmith@alvaradosmith.com	ALVARADO SMITH	17 -6%	17 8	25 -4%	3	Financial institutions litigation, real estate, environmental, business and corporate transactions, employment, public law, complex litigation, intellectual property, international	Southern California Edison, Nettix, Restoration Hardware, American Honda Finance, and Shell Oil Co.	Ruben A. Smith managing shareholder (714) 852-6800/(714) 852-6899	
62 (58)	**Manick, Peeler & Garrett LLP** 650 Town Center Drive, Ste. 1200 Costa Mesa 92626-1925 Headquarters: Los Angeles Website: musickpeeler.com	MusickPeeler	17 -6%	85 15	31 -3%	5	Litigation, coverage, labor/employment, academic institutions, construction, real estate, corporate, trusts/estates, tax, environmental, intellectual property	would not disclose	Sandra S. Winkler partner (714) 668-2400/(714) 668-2490	
62 (63)	**Shulman Bastian Friedman & Bui LLP** 100 Spectrum Center Drive, Ste. 600 Irvine 92618-3094 Headquarters: Irvine Website: shulmanbastian.com Email: info@shulmanbastian.com	shulman bastian friedman & bui	17 0%	18 12	29 -6%	2	Commercial litigation, bankruptcy, real estate/corporate transactions	would not disclose	Leonard Shulman managing partner (949) 340-3400/(949) 340-3000	

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[1] Previously listed as FitzGerald Kreditor Bolduc Risbrough LLP
[2] Business Journal estimate

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ORANGE COUNTY BUSINESS JOURNAL

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▶ *From page 48*

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Rank Prior Rank	Law firm •Address	Company logo	OC attorneys •yearly % change	Attorneys firmwide •OC partners	OC employees •yearly % change	No. of offices firmwide	Areas of practice	Partial list of clients	Top local official(s) •Title •Phone/fax	
62 (69)	**Umberg/Zipser LLP** 1920 Main St., Ste. 750 Irvine 92614-7262 Headquarters: Irvine Website: umbergzipser.com Email: dzipser@umbergzipser.com	U/Z	17 13%	17 12	28 8%	1	Business litigation, intellectual property, lawyer liability and legal ethics, government and regulatory, class actions	Allergan, Aqua Metals, Banc of California, NantWorks LLC, Revalair, Smashburger	Dean J. Zipser managing partner (949) 679-0652/(949) 679-0461	
66 (58)	**Brown Rudnick LLP** 2211 Michelson Drive, seventh floor Irvine 92612-1384 Headquarters: Boston Website: brownrudnick.com	brownrudnick	16 -11%	255 9	29 -6%	8	Commercial litigation, bet-the-company litigation, bankruptcy litigation and corporate restructuring, IP litigation, government relations, white-collar and internal investigations	Tejon Ranch Company; Justice Trotter (Trustee of Fire Victim Trust of PG&E); Baldwin & Sons	Ronald Rus partner, litigation & arbitration practice group leader (949) 752-7100/(949) 252-1514	
66 (63)	**Cox, Castle & Nicholson LLP** 3121 Michelson Drive, Ste. 200 Irvine 92612-5678 Headquarters: Los Angeles Website: coxcastle.com Email: ahill@coxcastle.com	COX CASTLE NICHOLSON	16 -11%	135 12	24 -11%	3	Real estate, corporate, finance, private equity, environmental, litigation, tax, labor and employment, healthcare, bankruptcy	LBA Realty, Bixby Land Company, Tarsadia Hotels, Birtcher Development, [illegible] Realty Advisors, Montage Hotel and Resorts, Sares Regis Group	Sean Mehsler/Julian Freeman partners (949) 260-4600/(949) 260-4699	
66 (74)	**Cumming & White LLP** 2424 SE Bristol St., Ste. 300 Newport Beach 92660-0764 Headquarters: Newport Beach Website: cumminsandwhitelaw.com Email: cwmarketing@cwlawyers.com	C&W	16 14%	18 8	37 12%	1	Business transactions, business litigation, insurance defense, real estate, tax and estate planning, labor and employment, construction	would not disclose	Fred M. Whitaker/Erick J. Becker/Robert J. Lawrie managing partner/senior partner/senior partner (949) 852-1800/(949) 852-8510	
66 (74)	**Dorsey & Whitney LLP** 600 Anton Blvd., Ste. 2000 Costa Mesa 92626-7655 Headquarters: Minneapolis Website: dorsey.com Email: socal@dorsey.com	DORSEY	16 14%	569 8	27 4%	20	International arbitration and litigation, commercial litigation, labor and employment, securities and financial services	would not disclose	Faisal Zubairi Southern California office head (714) 800-1400/(714) 800-1499	
66 (69)	**Geraci LLP** 90 Discovery Irvine 92618-3105 Headquarters: Irvine Website: geracilawfirm.com Email: marketing@geracillp.com	GERACI	16 7%	18 5	40 38%	1	Banking and finance, corporate and securities, litigation and bankruptcy	would not disclose	Anthony Geraci/Kevin Kim/Nema Dagbandan CEO, partner/partner, corporate & securities department head/ partner (949) 379-2600	
66 (66)	**Hart Kienle Pentecost*** 4 Hutton Centre Drive, Ste. 900 Santa Ana 92707-8713 Headquarters: Santa Ana Website: hkplawfirm.com Email: inquiry@hkplawfirm.com	HKP	16 0%	16 6	32 0%	1	Business and real estate litigation and transactions, manufactured housing, trust and estate litigation, and construction and mechanics' lien	would not disclose	John Pentecost/Andrew Kienle shareholders/managing partners (714) 432-8700/(714) 546-7457	
66 (NR)	**Kahana & Feld LLP** 2600 Main St., Ste. 350 Irvine 92614-5216 Headquarters: kahanafeld.com Website: kahanafeld.com	K:F	16 14%	29 9	28 24%	6	Business litigation, employment counseling and litigation, construction defect, general liability, financial services, public entities, construction, real estate	Gildewell, Irvine Co., College Hospital, Amazon Produce Network, Insperity, Snotch Group, Jewish Federation & Family Services of OC, S&S Homes	Amir M. Kahana/Jason O. Feld/ Bruce Ford managing partner/co-founding partner/COO (949) 813-4781/(949) 245-7597	
73 (77)	**Michelman & Robinson LLP** 17901 Von Karman Ave., 10th floor Irvine 92614-6287 Headquarters: Los Angeles Website: mrllp.com Email: jcimmerman@mrllp.com	M|R	15 15%	75 5	28 8%	7	Appellate, bankruptcy, class action and complex lit, commercial lit, corporate and securities, cyber and privacy, employment, environmental, IP, real estate, regulatory, and white collar	AIG, Freeway Inc., Carlsmatic Brands Inc., Confie Seguros Holding Co., Lawyers Title Inc., Sierra Corporate Management, Wells Fargo & Co., Zumasys	Mona Z. Hanna/Todd H. Stitt/ Jeffrey D. Farrow office managing partner/partner/ partner (714) 557-7990/(714) 557-7991	
73 (69)	**Minyard Morris** 1811 Quail St. Newport Beach 92660-2323 Headquarters: Newport Beach Website: minyardmorris.com Email: info@minyardmorris.com	MINYARD | MORRIS	15 -12%	15 4	32 0%	1	Family law	would not disclose	Mark E. Minyard managing partner (949) 724-1111/(949) 724-1117	
73 (69)	**Samuelsen, Gonzalez, Valenzuela & Brown LLP** 3501 Jamboree Road, Ste. 602 Newport Beach 92660-2945 Headquarters: Newport Beach Website: sgvblaw.com Email: bgallardo@sgvblaw.com	SAMUELSEN GONZALEZ VALENZUELA & BROWN LLP	15 -6%	33 6	43 13%	7	Workers' compensation defense	would not disclose	Harvey S. Brown/Daniel F. Valenzuela/Nancy J. Brown managing partners/partner (949) 252-1300/(949) 252-1399	
76 (66)	**Manning & Kass, Ellrod, Ramirez, Trester LLP** 695 Town Center Drive, fourth floor Costa Mesa 92626-1924 Headquarters: Los Angeles Website: manningllp.com Email: info@manningllp.com	MANNING & KASS ELLROD, RAMIREZ, TRESTER LLP	14 -13%	141 5	21 -13%	7	ADA compliance litigation, business litigation, construction defect, employment law, governmental entity liability, intellectual property, premises liability, workers' compensation	would not disclose	Brian T. Moss managing partner (949) 440-6680/(949) 474-6991	
76 (NR)	**Mortenson Taggart Adams LLP** 300 Spectrum Center Drive, Ste. 1200 Irvine 92618-3052 Headquarters: Irvine Website: mortensontaggart.com Email: 9497742224	MT	14 40%	15 5	25 47%	1	Business litigation, employment litigation, franchise and distribution, automotive litigation, products liability, class actions, white collar and investigations, entertainment	Ford Motor Co., Rivian Automotive, Sprouts Farmers Market, Western Digital, Millennium Hotels, Karat Packaging Inc., Westport Fuel Systems, Lionsgate	Michael D. Mortenson managing partner (949) 774-2545	
76 (66)	**Wood Smith Henning & Berman LLP** 6A Liberty St., Ste. 200 Aliso Viejo 92656-3829 Headquarters: Los Angeles Website: wshblaw.com Email: dberman@wshblaw.com	WSHB	14 -12%	348 6	25 0%	31	Commercial litigation, employment, environmental, professional malpractice, real estate, construction, products liability, toxic torts, transportation	would not disclose	Sam L. McDermott managing partner, Orange County office (949) 757-4500/(949) 757-4550	

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official listed.
* Previously listed as Hart King

Researched by Meghan Kilmer

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Monthly Visits **53.4K**

Monthly Visits

Institutional Real Estate, Inc.

Market Perspective

Taking the pulse

How remote work, COVID-19 variants and inflation are affecting office demand

by Giovanni Cordoves

During the past couple of years, the office industry has seen many successes, despite the pandemic, related lockdowns and new COVID-19 variants that have been roadblocks to a return to normalcy. At the time of this writing, we are midway through first quarter 2022, and many office owners and tenants have been implementing policies to safeguard workers and visitors, while implementing amenities aimed at increasing office occupancy numbers.

So, how is the overall office market doing in comparison with previous quarters? At KBS, we are noticing a few factors that signal the sector's strong recovery, as well as what institutional investors should keep in mind as the year progresses.

The true impact of remote and hybrid work models

Although we have seen both remote and hybrid work models rise in popularity during the past two years, the reality is most businesses — especially tech and life sciences companies — and their employees will continue to need office space. In the second and third quarters of 2021, tech companies alone made up almost one-quarter of all office leasing activity throughout the country, according to CBRE, as this particular industry acknowledges the benefits of working in person and the positive effects of face-to-face collaboration.

In addition, people are beginning to acknowledge the potential downsides to working from home full-time, particularly for younger employees, who are more likely to overwork themselves and experience burnout with no clear boundaries of when work stops and personal time begins.

In addition, when working from home, employees don't have access to and actually miss many things about working in an office, including face time with their superiors and the amenities and perks of top-quality office space. Taking these factors into consideration, we are confident remote and hybrid work models will not replace office space in the foreseeable future.

Safety and wellness practices amid COVID-19 variants

Throughout the pandemic, the office sector has become increasingly adept at quickly finding new ways (in addition to reinforcing existing protocols) to maintain people's safety and wellness in the workplace. At the beginning of this crisis, many were wholly unprepared to deal with mutating strains of COVID, but now we have a better idea of what to expect when a new variant appears and how to adapt our behavior to keep workers safe.

Although the past two years have challenged the office sector, several factors point to an ongoing return to normalcy and a corresponding rise in office space demand.

Giovanni Cordoves
KBS

Many tenants and office owners have made room for open spaces in which employees can congregate while maintaining a safe distance from each other. In addition, numerous companies have pushed for a more balanced lifestyle when dealing with sick employees, such as allowing them to stay home if they are feeling unwell and returning after they have fully recovered, to minimize exposure to co-workers.

Office owners across the nation have also added new building amenities to better the

AMERICAS | 9 | APRIL 2022

April 01, 2022 PRINT

Institutional Real Estate, Inc. Magazine (56-01345)

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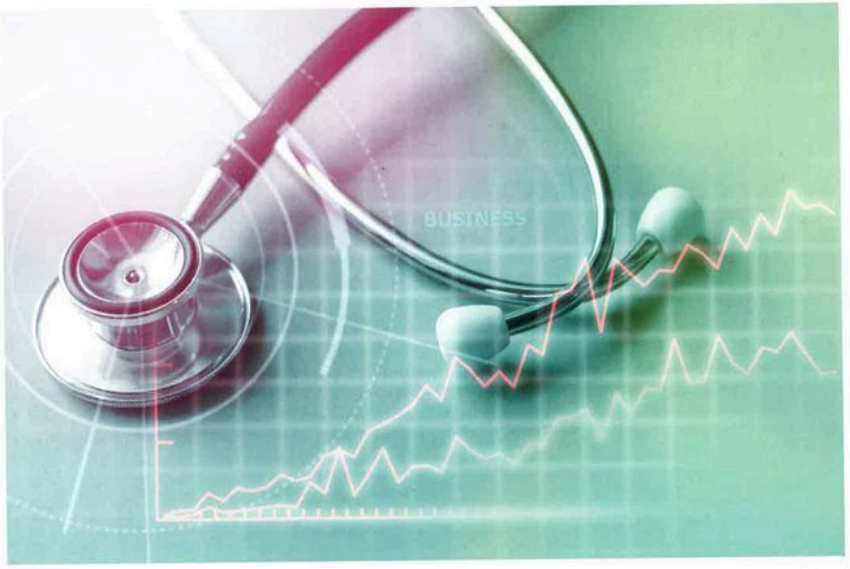


overall health of workers and office visitors, including modifications to HVAC systems that can sanitize indoor air more effectively, building apps that activate touch-free entrances and elevators, and others.

With these renovations, updated amenities and new safety guidelines on the rise, we as landlords have been arming employers with additional tools to continue to lure their staffs back to the office. As many firms have successfully brought their workforces back together in person, we expect more to join in those efforts in the coming months and, as such, foresee increasing demand for office space after two years of uncertainty.

Office owners across the nation have also added new building amenities to better the overall health of workers and office visitors.

Inflation and the search for quality

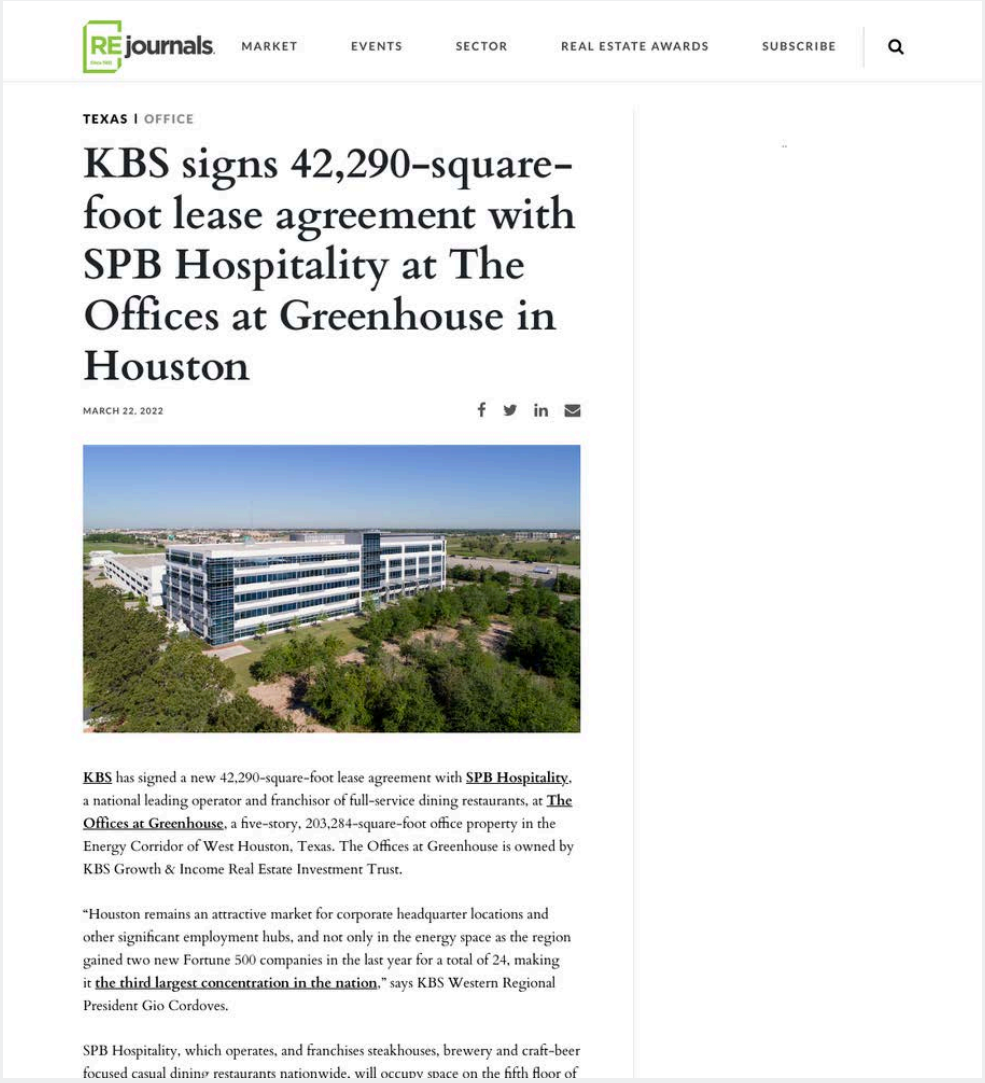
Many economists are predicting the Federal Reserve will raise interest rates anywhere from three to seven times this year. These predicted hikes will create more competition among commercial real estate investors as they search for the best-positioned assets and markets in which to invest their money.

We also predict office space will be hotly in demand as companies search for prime locations to house their teams and secure the best leasing deals. Buildings that are in the best locations, have the most to offer and can provide collaboration with tenants to create a sense of community will continue to be the most attractive options as companies search for space.

Although the past two years have challenged the office sector, several factors point to an ongoing return to normalcy and a corresponding rise in office space demand in the United States. Taking into account the true impact of remote and hybrid working models, enhanced safety and wellness practices, and a search for quality sparked by market fundamentals and the need to provide premium environments for employees, institutional investors can remain confident that the demand for office space will continue. ❖

Giovanni "Gio" Cordoves is president of the Western region for **KBS,** one of the largest investors in premier commercial properties.

RE Journals



RE journals MARKET EVENTS SECTOR REAL ESTATE AWARDS SUBSCRIBE

TEXAS | OFFICE

KBS signs 42,290-square-foot lease agreement with SPB Hospitality at The Offices at Greenhouse in Houston

MARCH 22, 2022

KBS has signed a new 42,290-square-foot lease agreement with SPB Hospitality, a national leading operator and franchisor of full-service dining restaurants, at The Offices at Greenhouse, a five-story, 203,284-square-foot office property in the Energy Corridor of West Houston, Texas. The Offices at Greenhouse is owned by KBS Growth & Income Real Estate Investment Trust.

"Houston remains an attractive market for corporate headquarter locations and other significant employment hubs, and not only in the energy space as the region gained two new Fortune 500 companies in the last year for a total of 24, making it the third largest concentration in the nation," says KBS Western Regional President Gio Cordoves.

SPB Hospitality, which operates, and franchises steakhouses, brewery and craft-beer focused casual dining restaurants nationwide, will occupy space on the fifth floor of

March 22, 2022 ONLINE

RE Journals (56-01408)

rejournals.com/kbs-signs-42290-square-f...

Monthly Visits **92.3K**

Monthly Visits

Orange County Register

Orange County Register - 03/13/2022 Page : Y008

8 | REAL ESTATE | THE ORANGE COUNTY REGISTER • OCREGISTER.COM SUNDAY, MARCH 13, 2022

Real estate news » OCR companies venture into L.A. County for industrial acquisitions

With little industrial property to buy in Orange County, local real estate investment companies continue to snare assets outside of the county. Last week, two notable transactions were making headlines.

Irvine-based Greenlaw Partners bought a 21-acre industrial site in West Covina for $58.5 million.

The property at 1111 E. Badillo St. includes a 177,440-square-foot building on 21-acres. The building, previously an industrial building, has been used in recent years as a church.

CBRE's Eric Chen, Jason Chao and Steven Saunders represented Greenlaw and the seller in the acquisition. The seller was only identified as a nonprofit by the brokerage.

CBRE reps said Greenlaw will convert the structure back to industrial use rather than tear it down and rebuild.

A report out Thursday by NAI Capital said Orange County's industrial market saw its lowest vacancy rate on record in the last quarter of 2021, thanks in part to expanded operations at the Los Angeles and Long Beach ports.

Vacancy dropped to 1.8%, pushing average rents up 11.4% from 2020 to $1.22 per square foot triple net, according to research by J.C. Casillas, NAI's managing director of research.

CBRE

Irvine-based Greenlaw Partners has bought a 21-acre industrial site in West Covina for an undisclosed price. CBRE's Eric Chen, Jason Chao and Steven Saunders represented Greenlaw in the acquisition.

North Palisade Partners buys again

Newport Beach-based North Palisade Partners bought an 11-acre site in Pomona for nearly $43.5 million from an unidentified seller.

The site at 3000 Pomona Blvd. includes an existing 60,000-square-foot warehouse facility with trailer parking.

The eastern Los Angeles County location conveniently borders the Inland Empire, the region's logistics hub.

"We plan to continue operating the site as a low coverage warehouse facility and intend to capitalize on the high demand for warehouse, logistics and well-located truck access and parking," said Joe Mizhorda North Palisade Partners' managing partner. "Demand for this product type is at an all-time high with supply struggling to keep up."

Colliers represented North Palisade Partners in the off-market deal. The building's current occupant plans to lease-back the property for approximately one year.

NPP recently acquired a 13-acre property in Covina for $55 million, another off-market deal.

NORTH PALISADE PARTNERS

North Palisade Partners, an industrial investment and development company in Newport Beach, has bought an 11-acre site in Pomona for nearly $43.5 million from an unidentified seller.

OC trust buys office building in Riverside

An unidentified Orange County family trust has bought a 40,460-square-foot, multitenant office building in Riverside for $10.17 million, according to CBRE, which brokered the deal.

STANTON ROAD CAPITAL

Resort Vacations has extended its lease for four years at Stanton Road Capital's Tricentre in Orange.

CBRE said the building is 92% leased with the two remaining vacancies that are move-in ready. Tenants include Stewart Title, TXESC, and the property's largest and newest tenant, Kaiser Permanente, which occupies a third of the space in a seven-year lease signed in 2020.

Sammy Cerno, Anthony DeLorenzo, Gary Starke and Bryan Johnson of CBRE Capital Markets represented the seller, Pacifica Real Estate, in the transaction.

Lease extension for Resort Vacations

Resort Vacations has extended its lease for four years at Stanton Road Capital's Tricentre in Orange.

Stanton Road Capital bought the 10-story office tower at 333 S. Anita Drive in 2019 and said it has made significant investments upgrading the tenant experience. Recently completed projects include a fully overhauled lobby and outdoor courtyard available as a second working space for all tenants.

Additional tenants include Gallagher Bassett Services and Megadim Foods, a subsidiary of Homeal.

Tucker Hughes of Hughes Marino represented Resort Vacations in the transaction.

Real estate people

• Jerry Holdner has been named Southern California region lead of innovation and insight at the Irvine office of Avison Young. He's responsible for leading the firm's Avant team which uses commercial real estate analytics to gauge the Southern California markets.

With 30 years of experience in commercial real estate, he joins Avison Young most recently as a consultant and also held positions at Kidder Mathews, Voit Real Estate Services and Grubb & Ellis.

Holdner

A new CEO tapped at KBS as firm turns 30

As Newport Beach-based KBS celebrates 30 years in business, the real estate investment firm has announced several leadership promotions, including a new chief executive, chief financial officer and vice president/asset manager.

Marc DeLuca, who has been with KBS for eight years and served as Eastern regional president of the firm, has been promoted to chief executive officer. He takes over strategic management of the company and will continue to serve as chairman of the KBS investment committee.

DeLuca

Chuck Schreiber, who was CEO for 23 years, has taken on a new role for the company as president and chairman.

Jeff Waldvogel has been promoted to chief financial officer, a new position for KBS. He has been with the firm for 11 years and has 19 years of financial and accounting experience in the industry.

Luke Hamagiwa was promoted to vice president and asset manager of the Eastern region. He joined KBS in 2016.

Founded in 1993 by Schreiber, Peter Bren and Don Kell, KBS has closed $66 billion in commercial real estate transactions, according to DeLuca.

Blood drive is Friday

Stephanie Young Group at the Newport Beach office of Coldwell Banker Realty is partnering with the American Red Cross to host a blood drive from 10:30 a.m. to 6 p.m. Friday at Highland Park at 12205 Dreamcatcher in Irvine.

A photo ID is required to donate.

Appointments can be scheduled online at RedCrossBlood.org with the sponsor code SYG or over the telephone at 800-733-2767.

To check eligibility to donate blood, call the Red Cross Donor Support Center at 866-236-3276.

Real estate transactions, leases and new projects, industry hires, new ventures and upcoming events are compiled from news releases by contributing writer Karen Leon. Submit items and high-resolution photos via email to Business Editor Samantha Gomez at sgomez@ocreg.com. Please allow at least a week for publication. All items are subject to editing for clarity and length.

April 5, 2022 4:38 pm (GMT -7:00) Powered by TECNAVIA

March 13, 2022 PRINT

Orange County Register (56-01160)

enewspaper.ocregister.com/?selDate=20...

Monthly Visits **1.12M**

Monthly Visits

San Diego Business Journal

MARCH 28, 2022 DISTINGUISHED LEADERS – HUMAN RESOURCES ORANGE COUNTY BUSINESS JOURNAL B-39

2022 DISTINGUISHED LEADERS – HUMAN RESOURCES

DIANNE WHITFIELD
TARSUS PHARMACEUTICALS INC.

Dianne Whitfield joined Tarsus Pharmaceuticals, Inc. in January 2021 as Chief Human Resources Officer. Dianne has worked at both large public companies and emerging start-ups throughout her 20+ years of experience in human resources but learned that she thrives in an environment where she is able to make a direct impact and shape corporate culture from the ground up. Her broad HR expertise and focus on talent and culture have been critical to driving growth at Tarsus. In one of the most competitive talent acquisition markets, Tarsus has more than doubled its employee size, from 20 to 50 and increased its diversity at all levels of the organization, with leadership roles comprising 45% women and 66% people of color. She has proven her ability to create an optimal employee experience that attracts, retains and develops key talent and all while driving the company's mission to address important diseases with impactful therapeutics.
To build Tarsus as a best-in-class employer, Dianne spearheaded efforts to refine the employee experience from start to finish - starting with the candidate's experience. Upon joining Tarsus, employees have a personalized "Welcome Experience," a differentiated approach to build belonging.

CHRISTINE WILBUR
ALESHIRE & WYNDER LLP

Starting in March 2020, A&W's HR Manager, Christine Wilbur, and the firm's personnel committee worked around the clock to get ahead of ever changing COVID-19 pandemic news, information, and health requirements to protect the firm's employees and preserve its business as the economy shut down. Christine and her team took swift and immediate action to retain A&W employees without major disruption, including developing new health and remote work policies. Under fluctuating local, state and federal guidance, Christine and her team shifted A&W's on-site operating methods to a virtual process.
Throughout this transition, Christine and her team had to quickly develop creative solutions that required unconventional action such as developing an emergency response team, locating limited sanitation supplies for five offices, holding recurrent virtual meetings with employees to reinforce A&W's support and provide for feedback, maintaining firmwide communication and creating a weekly rotation schedule so hourly employees could safely return on-site. Today, we continue to provide support for hybrid work and adapt to new realities.

MATTHEW WILSON
BIOLASE INC.

Matt is a well rounded Human Resources Leader with demonstrated broad-based strengths and accomplishments in:

Talent Management Practices
Competency Modeling
Talent Assessment
Organization Development & Restructuring
Employee Engagement Programs
Talent Acquisition, Retention & Development
Culture Transformation
Succession Planning
Employee Relations

During 2021, Matt partnered with sales leaders to develop and execute a strategy to retain Sales Representatives, successfully reducing sales attrition in the second half of the year. He was instrumental in the Company's continued internal COVID-19 response, including employee communication, updates and execution of COVID-19 prevention plans and policies; and implementation of contact tracing and required quarantines. In addition, Matt successfully led the recruiting and onboarding of 50 employees (including 14 new positions) across different levels of the organization.

DAVID ZAMUDIO
KBS REALTY ADVISORS

David Zamudio is an experienced professional and a master of efficiencies in Human Resources. A former Marine who highly values morals and integrity, David was chosen by KBS, one of the largest investors in premier commercial real estate, for his fresh perspective on leadership. Since joining the company seven years ago, he has exhibited a deep understanding of how to leverage the skills of existing team members, and the most effective methods for recruiting and onboarding top candidates, helping the firm to become a leader in its field in talent acquisition and management.
One of David's greatest accomplishments since joining the firm was recruiting a high level of HR professionals who allowed KBS to build a strong degree of trust in confidentiality toward his department. He also revamped entire protocols and introduced technology to create a more efficient payroll system, empowering employees to manage their benefits independently. In addition, David helped streamline candidate onboarding into a digital process. Technology and employee health remain integral to KBS' HR systems.

CFO OF THE YEAR Awards
Register Today
Event Date: May 5, 2022
Registration Information
Visit: www.ocbj.com/bizevents or contact Melanie Collins, Signature Events Manager, at 949.664.5065 or collins@ocbj.com.
Dinner & Awards Program
May 5, 2022
6:30 p.m. – 8:30 p.m.
Tickets*: $275 / Table of 10: $2,600
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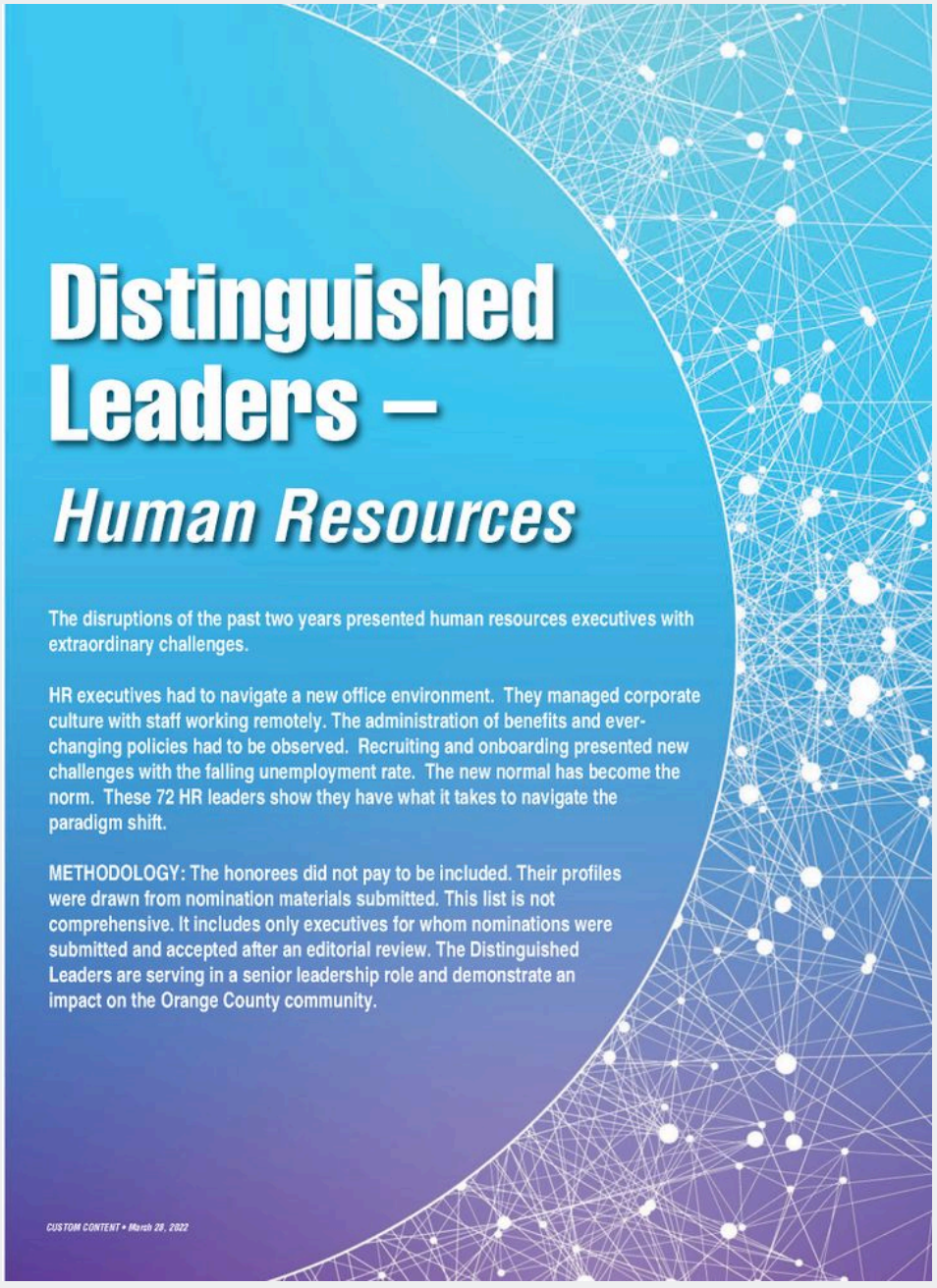
March 28, 2022 ONLINE

Orange County Business Journal (56-000)

ocbj.media.clients.ellingtoncms.com/stati...

Monthly Visits **63.2K**
Monthly Visits


Distinguished Leaders –
Human Resources
The disruptions of the past two years presented human resources executives with extraordinary challenges.
HR executives had to navigate a new office environment. They managed corporate culture with staff working remotely. The administration of benefits and ever-changing policies had to be observed. Recruiting and onboarding presented new challenges with the falling unemployment rate. The new normal has become the norm. These 72 HR leaders show they have what it takes to navigate the paradigm shift.
METHODOLOGY: The honorees did not pay to be included. Their profiles were drawn from nomination materials submitted. This list is not comprehensive. It includes only executives for whom nominations were submitted and accepted after an editorial review. The Distinguished Leaders are serving in a senior leadership role and demonstrate an impact on the Orange County community.
CUSTOM CONTENT • March 28, 2022

Orange County Business Journal

MARCH 28, 2022 DISTINGUISHED LEADERS – HUMAN RESOURCES ORANGE COUNTY BUSINESS JOURNAL B-39

2022 DISTINGUISHED LEADERS – HUMAN RESOURCES

tarsus

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BIOLASE

Advancing Dentistry.

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CFO OF THE YEAR Awards

Register Today

Event Date: May 5, 2022

Registration Information
Visit: www.ocbj.com/bizevents or contact Melanie Collins, Signature Events Manager, at 949.664.5065 or collins@ocbj.com.

Dinner & Awards Program
May 5, 2022
6:30 p.m. – 8:30 p.m.
Tickets*: $275 / Table of 10: $2,600

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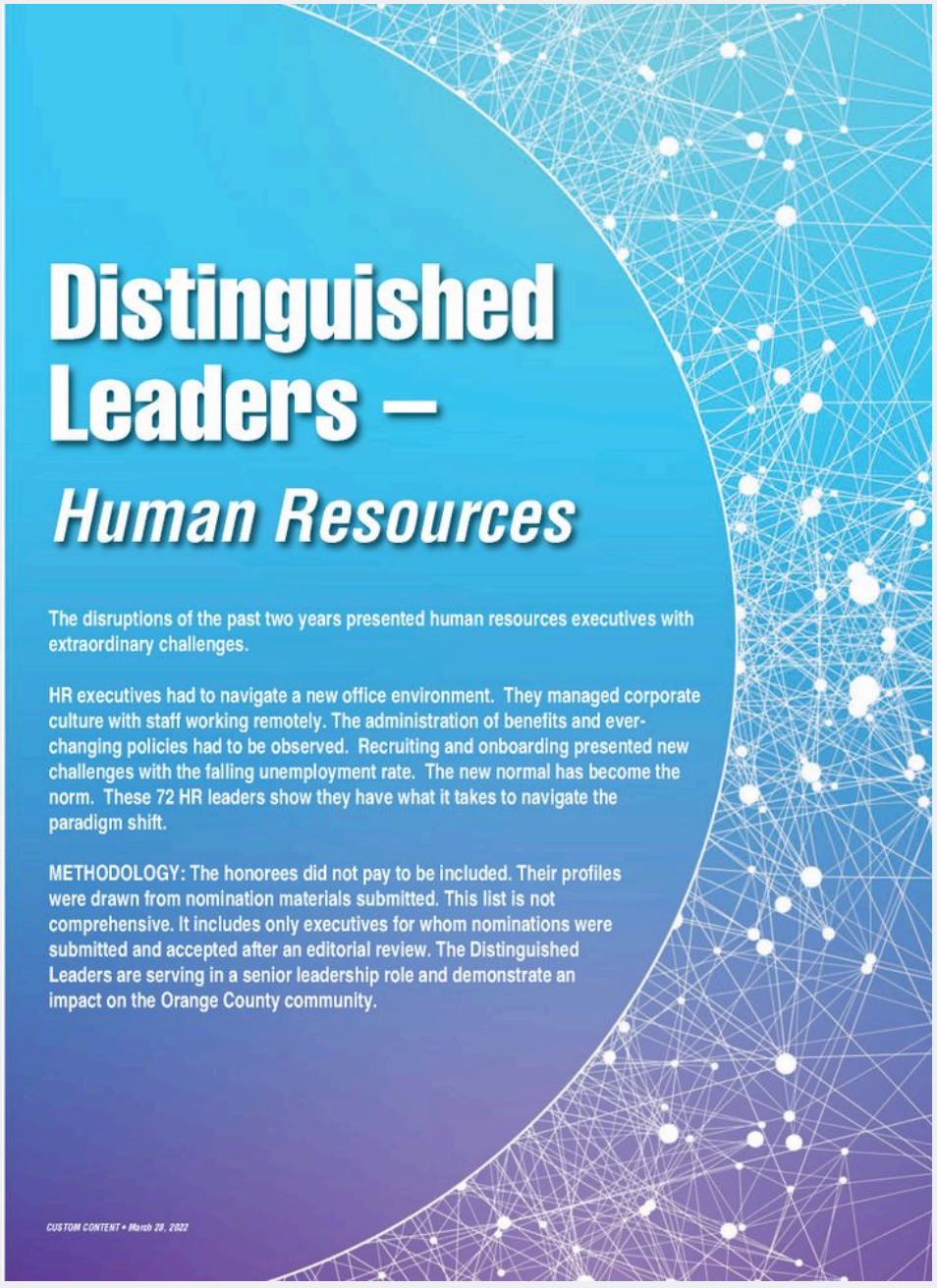
March 28, 2022 PRINT

Orange County Business Journal (56-000)

Monthly Visits **15.4K**

Monthly Visits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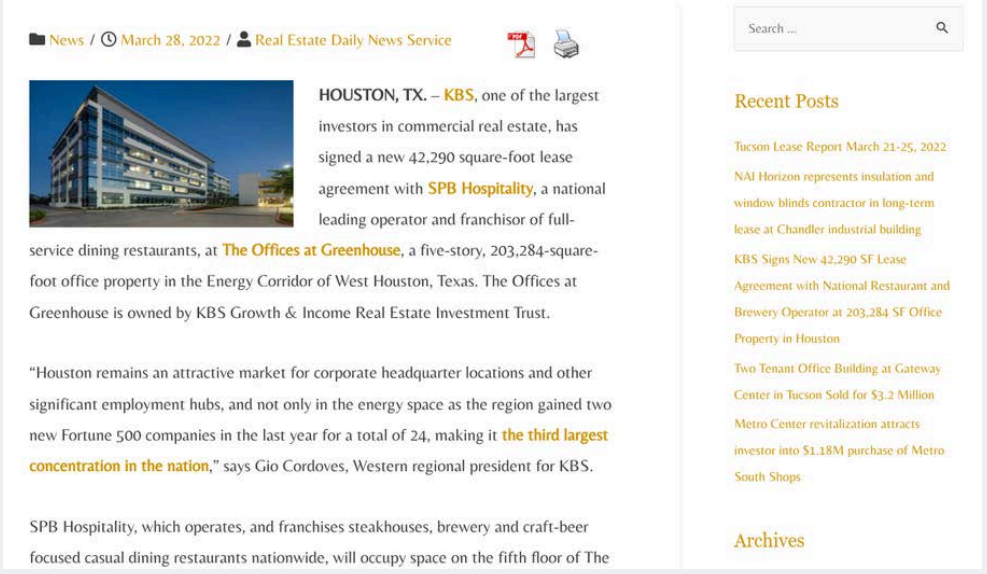
CUSTOM CONTENT • March 28, 2022

Real Estate Daily News

TUCSON, ARIZONA (Oct. 13, 2022) The Ajo / Evans Business Center at 1100 & 1200 E Ajo Way and 3819 & 3855 S Evans Blvd. in Tucson sold recently for $5 million ($140...



March 28, 2022 ONLINE

Real Estate Daily News and Commercial Sales...

realestatedaily-news.com/kbs-signs-new-...

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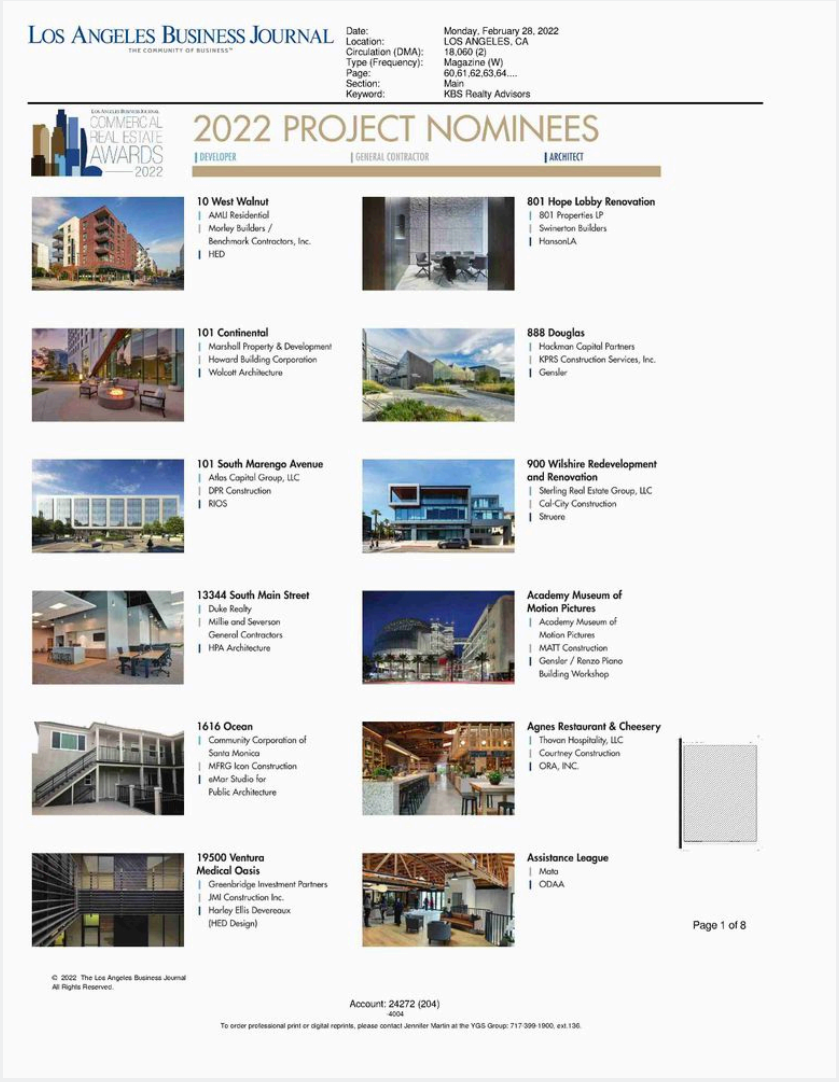
Monthly Visits

Los Angeles Business Journal



LOS ANGELES BUSINESS JOURNAL
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Date: Monday, February 28, 2022
Location: LOS ANGELES, CA
Circulation (DMA): 18,060 (2)
Type (Frequency): Magazine (W)
Page: 60,61,62,63,64....
Section: Main
Keyword: KBS Realty Advisors

COMMERCIAL REAL ESTATE AWARDS 2022

2022 PROJECT NOMINEES

DEVELOPER | GENERAL CONTRACTOR | ARCHITECT

10 West Walnut
AMLI Residential
Morley Builders / Benchmark Contractors, Inc.
HED

801 Hope Lobby Renovation
801 Properties LP
Swinerton Builders
HansonLA

101 Continental
Marshall Property & Development
Howard Building Corporation
Walcott Architecture

888 Douglas
Hackman Capital Partners
KPRS Construction Services, Inc.
Gensler

101 South Marengo Avenue
Atlas Capital Group, LLC
DPR Construction
RIOS

900 Wilshire Redevelopment and Renovation
Sterling Real Estate Group, LLC
Cal-City Construction
Struere

13344 South Main Street
Duke Realty
Millie and Severson General Contractors
HPA Architecture

Academy Museum of Motion Pictures
Academy Museum of Motion Pictures
MATT Construction
Gensler / Renzo Piano Building Workshop

1616 Ocean
Community Corporation of Santa Monica
MFRG Icon Construction
eMar Studio for Public Architecture

Agnes Restaurant & Cheesery
Thovan Hospitality, LLC
Courtney Construction
ORA, INC.

19500 Ventura Medical Oasis
Greenbridge Investment Partners
JMI Construction Inc.
Harley Ellis Devereaux (HED Design)

Assistance League
Mata
ODAA

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Monthly Visits

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2022 PROJECT NOMINEES

| DEVELOPER | GENERAL CONTRACTOR | ARCHITECT

LOS ANGELES BUSINESS JOURNAL COMMERCIAL REAL ESTATE AWARDS 2022

Aurora Capital Partners
- Aurora Capital Partners
- Warner Constructors, Inc.
- HOK

Bridge Point Long Beach
- Bridge Industrial
- Oltmans Construction Co.
- Herdman Architecture + Design Inc.

Avion Burbank
- Overton Moore Properties / Invesco
- Millie and Severson General Contractors
- Gensler / HPA Architecture

California Air Resources Board Southern California Headquarters, Mary D. Nichols Campus
- Department of General Services
- Hensel Phelps
- ZGF

The Brick & The Machine
- Clarett West Development / DLJ Capital Partner / PGIM Real Estate
- Morley Builders / Benchmark Contractors, Inc.
- Abramson Architects

California Market Center
- Brookfield Properties
- Turner Construction
- Gensler

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COMMERCIAL REAL ESTATE AWARDS 2022

2022 PROJECT NOMINEES

DEVELOPER | GENERAL CONTRACTOR | ARCHITECT

California State University, Los Angeles, Student Services Building
- California State University, Los Angeles
- Rudolph and Sletten, Inc.
- ZGF

CMM, LLP
- Hines Warner Center L.P.
- Sierra Pacific Constructors
- ENV

The Catherine - Phase II
- Century West Partners c/o Fifield Realty
- Milender White Inc.
- Killefer Flammang Architects

Confluence Park at Five Point Valencia
- FivePoint
- Consolidated Contracting Services
- AO

The Cecil Hotel
- Baron Property Group / Simon Development / BLVD Hospitality
- MDM Builders

Courtyard Los Angeles Monterey Park
- Ethan Capital
- KCS West
- AXIS / GFA Architecture + Design

The Center at Needham Ranch
- Trammell Crow Company
- Oltmans Construction Co.
- HPA Architecture

FABRIC
- Urban Offerings / ESI Ventures
- Swinerton
- Omgivning

Century Plaza Hotel and Residences
- Woodridge Capital Partners / Next Century Partners, LLC
- Webcor
- Gensler / Harley Ellis Devereaux / Marmol-Radziner

Fear of God
- Fear of God
- AG&B Construction
- Relativity Architects

citizenM Los Angeles Downtown
- citizenM Hotels / BLVD Hospitality
- Mortenson
- Concrete / Gensler

The Fitz on Fairfax
- 1250 N. Fairfax LLC
- KPRS Construction Services, Inc.
- Office Untitled

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2022 PROJECT NOMINEES

| DEVELOPER | GENERAL CONTRACTOR | ARCHITECT

LOS ANGELES BUSINESS JOURNAL COMMERCIAL REAL ESTATE AWARDS 2022

Florence Mills Apartments
- Hollywood Community Housing Corporation
- Walton Construction, Inc.
- KFA Architecture

Gemma North and South
- Jamison Properties
- Philmont Management, Inc.
- CORBel Architects / DFH Architects / Tec Design LA / Shubin Donaldson

G4 Studios and Offices
- Comcast Spectacor
- Shawmut Design and Construction
- Populous

Glorya Kaufman Performing Arts Center
- Vista Del Mar Child and Family Services
- Shawmut Design and Construction
- AUX Architecture

Gallery 90220
- SoLa Impact
- Tennex Construction
- Gensler

Golden West Tower Apartments
- Community Preservation Partners
- Renu, Inc.
- Irwin Partners Architects

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2022 PROJECT NOMINEES

| DEVELOPER | GENERAL CONTRACTOR | ARCHITECT

GoodRx Santa Monica
- AMA Project Management
- Clune Construction
- Rios Clementi Hale Studios, Inc.

The Huntington
- The Richman Group of California Development Co. LLC
- Milender White Inc.
- DesignARC Los Angeles, Inc.

Greenway Meadows
- Community Corporation of Santa Monica
- Walton Construction, Inc.
- DE Architects AIA

Ivy Station
- Lowe
- Bernards Bros. Inc.
- Ehrlich Yanai Rhee Chaney Associates / KFA, LLP

The Herald Examiner Building
- The Georgetown Company
- MATT Construction
- Gensler

Jardine
- Kilroy Realty Corporation
- Webcor
- GBD Architects Incorporated

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DEVELOPER | GENERAL CONTRACTOR | ARCHITECT

COMMERCIAL REAL ESTATE AWARDS 2022

Kaiser Permanente IT and Administrative Offices
- NFS Capital Projects
- NFS Capital Projects
- HKS Architects, Inc.

L + O
- Camden Securities Company
- Synder Langston Residential
- DE Architects AIA

KIPP Compton Community School
- KIPP SoCAL
- Oltmans Construction Co.
- Berliner Architects

The Landmark Los Angeles
- Douglas Emmett Management, LLC
- MATT Construction
- Gensler

Kurve on Wilshire
- Hankey Investment Company, LP / Jamison Properties, LP
- AECOM-Hunt / Wilshire Construction LP
- Large Architecture / Dianna Wong Architecture + Interior Design / HansonLA-Penthouses

Larchmont Mercantile
- Christina
- Del Amo Construction
- Gensler

COMMERCIAL REAL ESTATE AWARDS 2022

2022 PROJECT NOMINEES

DEVELOPER | GENERAL CONTRACTOR | ARCHITECT

Laserfiche Corporate Headquarters
- Urbana Real Estate Development
- Millie and Severson General Contractors
- Studio One Eleven

Le Meridien
- Avanti Development
- Snyder Langston
- AO

Lawrence J. Ellison Institute for Transformative Medicine of USC
- The Luzotto Company
- Sierra Pacific Constructors
- RIOS

Llewellyn LA
- High Street Residential, a subsidiary of Trammell Crow Company
- T.B. Penick & Sons
- KFA Architecture

LAX Airport Police Facility
- Los Angeles World Airports
- Hensel Phelps
- Skidmore, Owings & Merrill

On Vine
- Kilroy Realty Corporation
- Hathaway Dinwiddie Construction Company
- Shimoda Design Group / House Roberston Architects / GDA / SKB

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LOS ANGELES BUSINESS JOURNAL
THE COMMUNITY OF BUSINESS™

Date: Monday, February 28, 2022
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Circulation (DMA): 18,060 (2)
Type (Frequency): Magazine (W)
Page: 60,61,62,63,64....
Section: Main
Keyword: KBS Realty Advisors

2022 PROJECT NOMINEES

| DEVELOPER | GENERAL CONTRACTOR | ARCHITECT

LOS ANGELES BUSINESS JOURNAL COMMERCIAL REAL ESTATE AWARDS 2022

One Encino
- SRG Properties LLC
- Sazeh Construction Corp.
- ShubinDonaldson

Pluto TV
- Intercore Project Management
- Howard Building Corporation
- AREA Architecture

One Westside
- Hudson Pacific Properties
- MATT Construction
- Gensler

The Q Topanga
- California Home Builders
- California Home Builders
- Newman Garrison + Partners

The Peak at Halo
- Brookfield Properties
- Coastline Development Inc.
- HOK

The Q Variel
- California Home Builders
- California Home Builders
- Newman Garrison + Partners

LOS ANGELES BUSINESS JOURNAL COMMERCIAL REAL ESTATE AWARDS 2022

2022 PROJECT NOMINEES

| DEVELOPER | GENERAL CONTRACTOR | ARCHITECT

The Rise Hollywood
- Rescore Hollywood, LLC.
- Bernard's Construction
- Nadel Architecture and Planning

Skechers Corporate Headquarters 330 Building
- Skechers, USA Inc.
- McCarthy Building Companies, Inc.
- DFH Architects

Rocket Lab Headquarters
- Sares Regis Group
- KPRS Construction Services, Inc.
- H. Hendy Associates

St. John's Well Child and Family Clinic
- St. John's Well Child & Family Center
- Parker Brown, Inc.
- Totum Corporation

The Singer Building
- Anjac Properties
- Parker Brown Inc
- Omgivning

Steelcase Work Life Center
- Steelcase Inc
- Turelk, Inc
- Shimoda Design Group

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2022 PROJECT NOMINEES

| DEVELOPER | GENERAL CONTRACTOR | ARCHITECT

LOS ANGELES BUSINESS JOURNAL COMMERCIAL REAL ESTATE AWARDS 2022

Tencent
- Gardiner & Theobald
- Howard Building Corporation
- IA

Tower Theatre
- Shawmut Design and Construction
- Gruen Associates / Foster + Partners

The Tommie and Thompson Hotels
- Relevant Group
- Suffolk
- Steinberg Hart

Union Bank Tower Plaza and Conference Center
- KBS Capital Advisors, LLC
- Swinerton
- HLW International LLP

Torrance Commerce Center Buildings 1-7
- SRG Commercial
- Oltmans Construction Co.
- RGA Architects

Venice V Hotel
- Lambert Investments Inc.
- Lambert Investments Inc.
- Relativity Architects

LOS ANGELES BUSINESS JOURNAL COMMERCIAL REAL ESTATE AWARDS 2022

2022 PROJECT NOMINEES

| DEVELOPER | GENERAL CONTRACTOR | ARCHITECT

Vermont Corridor
- Trammell Crow Company
- Hathaway Dinwiddie
- Gensler

West Gates at Tom Bradley International Terminal (Los Angeles International Airport)
- Los Angeles World Airports
- Turner / PCL Joint Venture
- Corgan-Gensler

West End
- GPI Companies
- Del Amo Construction
- HLW International LLP

The Willows
- LA Family Housing
- Oltmans Construction Co.
- GGA+

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COMMERCIAL REAL ESTATE AWARDS 2022

2022 PROJECT NOMINEES

DEVELOPER | GENERAL CONTRACTOR | ARCHITECT

Wilshire Boulevard Temple Events and Program Building
- Wilshire Boulevard Temple
- MATT Construction
- OMA / Gruen Associates

York Retail Project
- Andrew Overtoom
- A&R Construction
- LGStudio

Woodcraft Rangers
- HITT Contracting, Inc.
- Klawiter and Associates, Inc.

CONGRATULATIONS TO OUR 2022 PROJECT NOMINEES!

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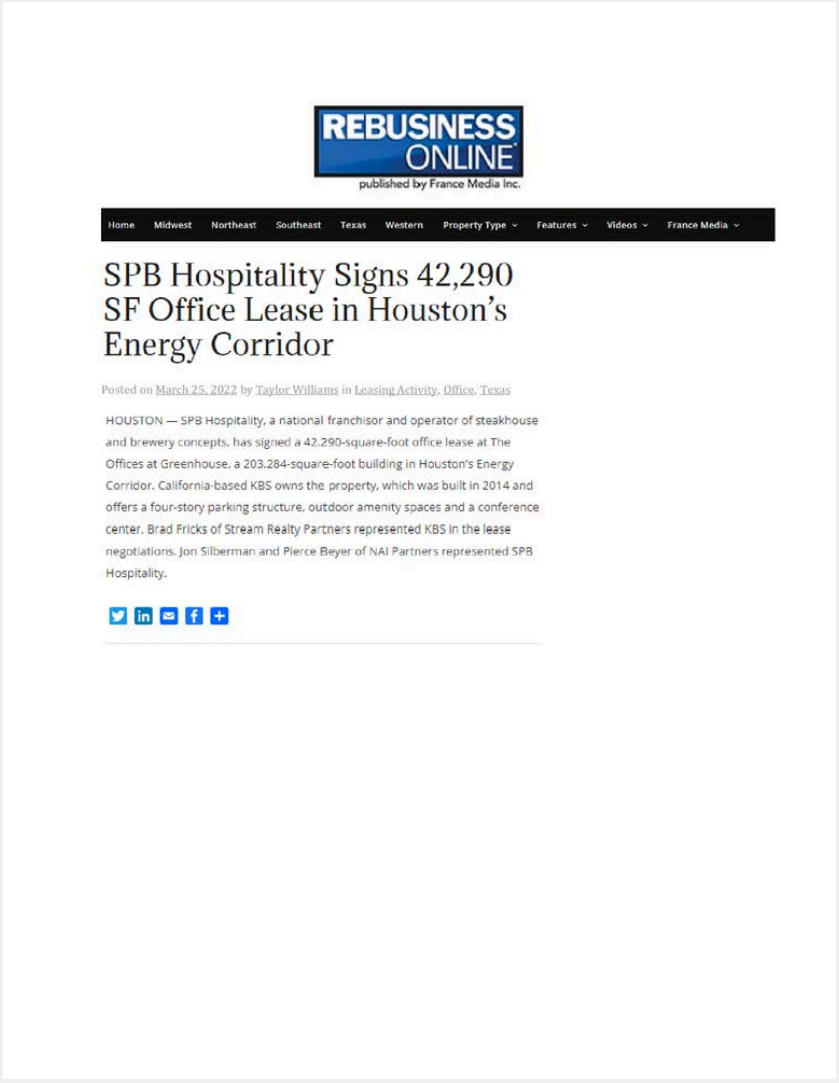
March 03, 2022 YOUTUBE

Institutional Real Estate, Inc. (56-01089)

youtube.com/watch?v=eQT4rg09Vsg

Monthly Visits **53.4K**

Monthly Visits



REBUSINESS ONLINE
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Home Midwest Northeast Southeast Texas Western Property Type Features Videos France Media

SPB Hospitality Signs 42,290 SF Office Lease in Houston's Energy Corridor

Posted on March 25, 2022 by Taylor Williams in Leasing Activity, Office, Texas

HOUSTON — SPB Hospitality, a national franchisor and operator of steakhouse and brewery concepts, has signed a 42,290-square-foot office lease at The Offices at Greenhouse, a 203,284-square-foot building in Houston's Energy Corridor. California-based KBS owns the property, which was built in 2014 and offers a four-story parking structure, outdoor amenity spaces and a conference center. Brad Fricks of Stream Realty Partners represented KBS in the lease negotiations. Jon Silberman and Pierce Beyer of NAI Partners represented SPB Hospitality.

March 25, 2022 OFFLINE

REBusiness Online (56-01408)

rebusinessonline.com/spb-hospitality-sig...

Monthly Visits **93.7K**

Monthly Visits

Institute for Real Estate Operating Companies

INSTITUTE FOR REAL ESTATE OPERATING COMPANIES
A division of Institutional Real Estate, Inc.

TRANSACTIONS - APRIL 26, 2022

Pension fund acquires 605,000sf class A office tower in Nashville

KBS has acquired UBS Tower, a 29-story, 605,000-square-foot class A office building located at 315 Deaderick Street in Nashville, on behalf of a large pension fund.

"With a population quickly approaching 2 million, Nashville is a vital business, tourism and transportation center," said Marc DeLuca, CEO and Eastern regional president at KBS. "Nashville boasts a thriving economy that is predicted to see a 3.9 percent growth in employment in 2022. This activity creates numerous office-using jobs and significantly increases the rental growth and demand in the market. Now was the opportune time for us to make this investment."

Nashville has been consistently ranked a top city for businesses over the last several years, with companies migrating to the area in favor of its diverse economy, low cost of living and well-educated talent pool. According to CoStar, Nashville has more than 80 percent more office-using jobs now than it had in 2010, a rate of growth that far outpaces the national average. The city has also seen several tech businesses relocate to or

April 26, 2022 ONLINE

Institute for Real Estate Operating Companies (56-...

irei.com/news/pension-fund-acquires-60...

Monthly Visits **53.4K**

Monthly Visits

expand in the area in search of prime office space, with global companies such as Amazon, Oracle, Asurion and iHeartRadio planning to open new major offices in the city.

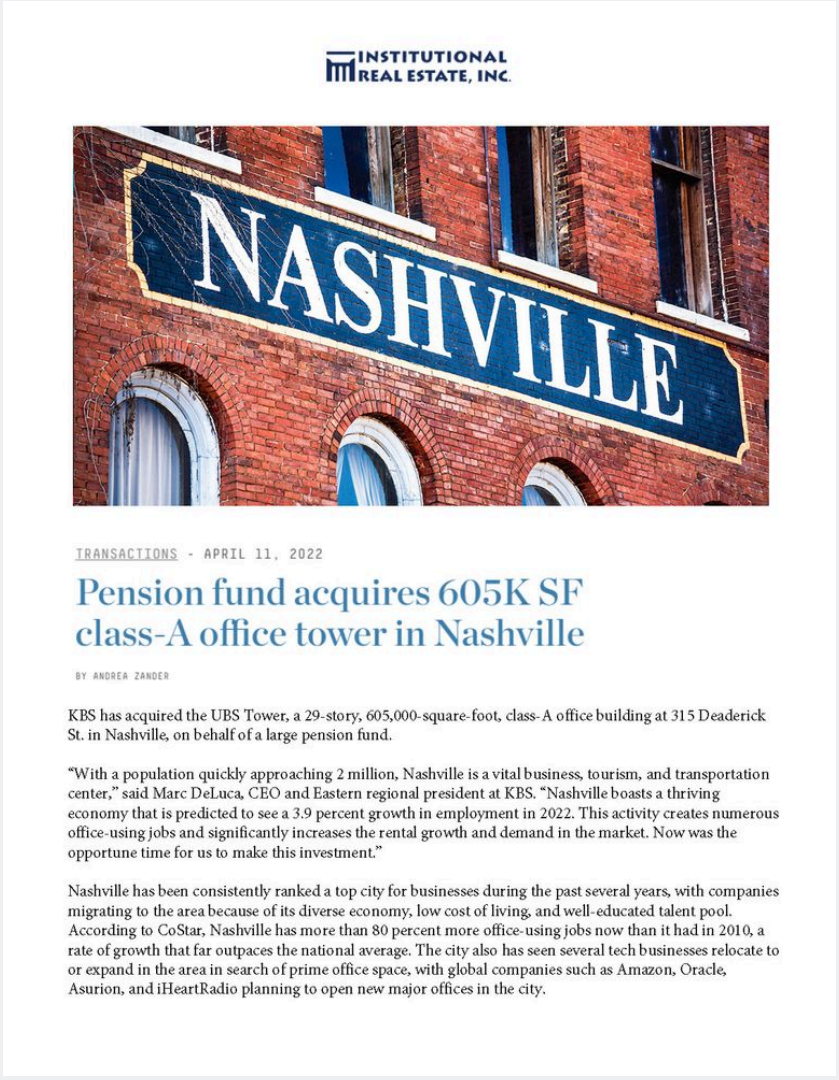
Built in 1972, UBS Tower is ideal for office and retail businesses seeking an optimal location in the Nashville area. Several renovations have been made to the property, including a revamped lobby, new tenant lounge, coffee bar, conference center and fitness center, along with extensive infrastructure upgrades, making the building an attractive location for companies looking to provide their teams an amenity-rich and sustainable workplace.

"There is strong ongoing demand for premier office space located within walking distance to downtown amenities, and UBS Tower is well positioned to benefit from significant tenant in-migration," said Allen Aldridge, senior vice president of acquisitions and dispositions and co-director of asset management for KBS. "The property offers unobstructed views of downtown, move-in ready full-floor spec suites, and superior access to executive housing to the west and south via Charlotte Avenue."

"We plan to make UBS Tower even better by adding in-demand features such as a coffee bar located in the lobby, bike room and shower, dog recreation area, and modernized facade," continued Aldridge. "We also plan to add electric car charging stations and verify the building with UL Healthy Buildings, since we are constantly looking for ways to incorporate eco-friendly property amenities that elevate the tenant experience while reducing our carbon footprint."

Real Assets Advisor

Commercial real estate investment publications, news, trends, resources and events for America, Europe, & Asia Pacific.



INSTITUTIONAL REAL ESTATE, INC.

TRANSACTIONS - APRIL 11, 2022

Pension fund acquires 605K SF class-A office tower in Nashville

BY ANDREA ZANDER

KBS has acquired the UBS Tower, a 29-story, 605,000-square-foot, class-A office building at 315 Deaderick St. in Nashville, on behalf of a large pension fund.

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April 11, 2022 ONLINE

Institutional Real Estate, Inc. (56-01407)

irei.com/news/pension-fund-acquires-60...

Monthly Visits **53.4K**

Monthly Visits

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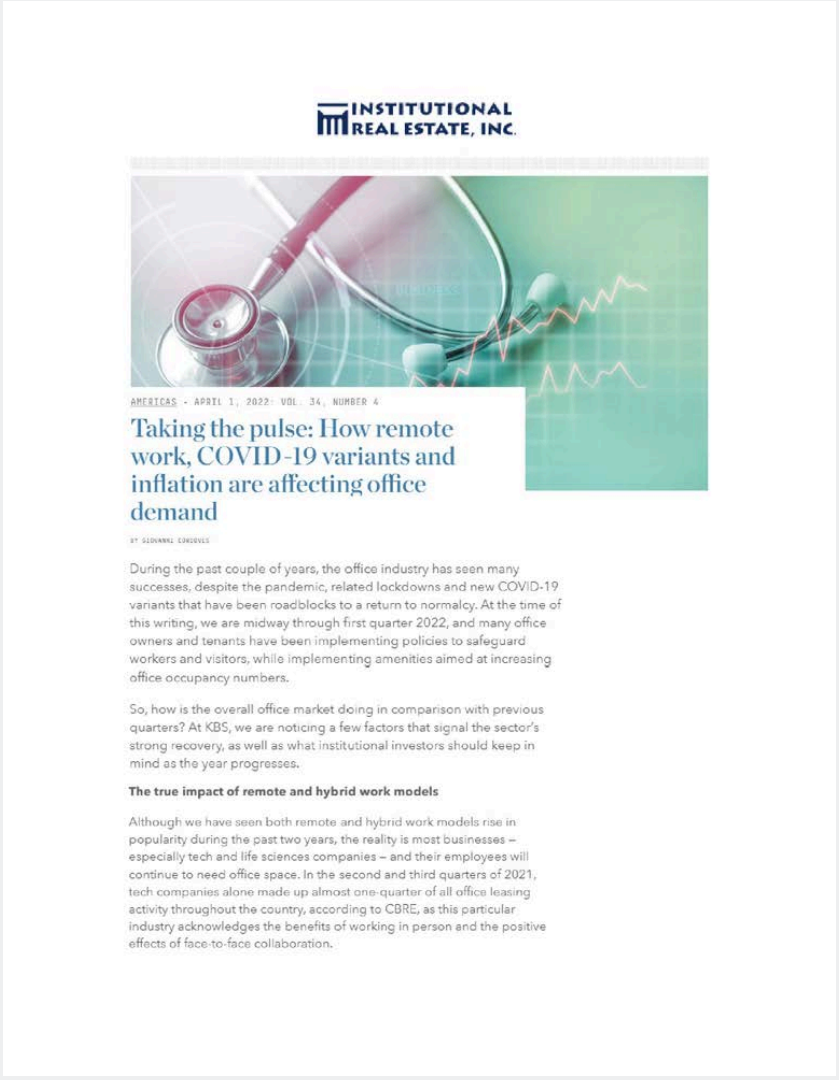
Real Assets Advisor

Commercial real estate investment publications, news, trends, resources and events for America, Europe, & Asia Pacific.



INSTITUTIONAL REAL ESTATE, INC.

AMERICAS - APRIL 1, 2022 · VOL. 34, NUMBER 4

Taking the pulse: How remote work, COVID-19 variants and inflation are affecting office demand

BY GIOVANNI CORDOVES

During the past couple of years, the office industry has seen many successes, despite the pandemic, related lockdowns and new COVID-19 variants that have been roadblocks to a return to normalcy. At the time of this writing, we are midway through first quarter 2022, and many office owners and tenants have been implementing policies to safeguard workers and visitors, while implementing amenities aimed at increasing office occupancy numbers.

So, how is the overall office market doing in comparison with previous quarters? At KBS, we are noticing a few factors that signal the sector's strong recovery, as well as what institutional investors should keep in mind as the year progresses.

The true impact of remote and hybrid work models

Although we have seen both remote and hybrid work models rise in popularity during the past two years, the reality is most businesses – especially tech and life sciences companies – and their employees will continue to need office space. In the second and third quarters of 2021, tech companies alone made up almost one-quarter of all office leasing activity throughout the country, according to CBRE, as this particular industry acknowledges the benefits of working in person and the positive effects of face-to-face collaboration.

April 01, 2022 ONLINE

Institutional Real Estate, Inc. (56-01345)

irei.com/publications/article/taking-pulse-...

Monthly Visits **53.4K**

Monthly Visits

In addition, people are beginning to acknowledge the potential downsides to working from home full-time, particularly for younger employees, who are more likely to overwork themselves and experience burnout with no clear boundaries of when work stops and personal time begins.

In addition, when working from home, employees don't have access to and actually miss many things about working in an office, including face time with their superiors and the amenities and perks of top-quality office space. Taking these factors into consideration, we are confident remote and hybrid work models will not replace office space in the foreseeable future.

Safety and wellness practices amid COVID-19 variants

Throughout the pandemic, the office sector has become increasingly adept at quickly finding new ways (in addition to reinforcing existing protocols) to maintain people's safety and wellness in the workplace. At the beginning of this crisis, many were wholly unprepared to deal with mutating strains of COVID, but now we have a better idea of what to expect when a new variant appears and how to adapt our behavior to keep workers safe.

Many tenants and office owners have made room for open spaces in which employees can congregate while maintaining a safe distance from each other. In addition, numerous companies have pushed for a more balanced lifestyle when dealing with sick employees, such as allowing them to stay home if they are feeling unwell and returning after they have fully recovered, to minimize exposure to co-workers.

Office owners across the nation have also added new building amenities to better the overall health of workers and office visitors, including modifications to HVAC systems that can sanitize indoor air more effectively, building apps that activate touch-free entrances and elevators, and others.

With these renovations, updated amenities and new safety guidelines on the rise, we as landlords have been arming employers with additional tools to continue to lure their staffs back to the office. As many firms have successfully brought their workforces back together in person, we expect more to join in those efforts in the coming months and, as such, foresee increasing demand for office space after two years of uncertainty.

Inflation and the search for quality

Many economists are predicting the Federal Reserve will raise interest rates anywhere from three to seven times this year. These predicted hikes will create more competition among commercial real estate investors as they search for the best-positioned assets and markets in which to invest their money.

We also predict office space will be hotly in demand as companies search for prime locations to house their teams and secure the best leasing deals. Buildings that are in the best locations, have the most to offer and can provide collaboration with tenants to create a sense of community will continue to be the most attractive options as companies search for space.

Although the past two years have challenged the office sector, several factors point to an ongoing return to normalcy and a corresponding rise in office space demand in the United States. Taking into account the true impact of remote and hybrid working models, enhanced safety and wellness practices, and a search for quality sparked by market fundamentals and the need to provide premium environments for employees, institutional investors can remain confident that the demand for office space will continue.

Giovanni "Gio" Cordoves is president of the Western region for **KBS,** one of the largest investors in premier commercial properties.

Done Deals

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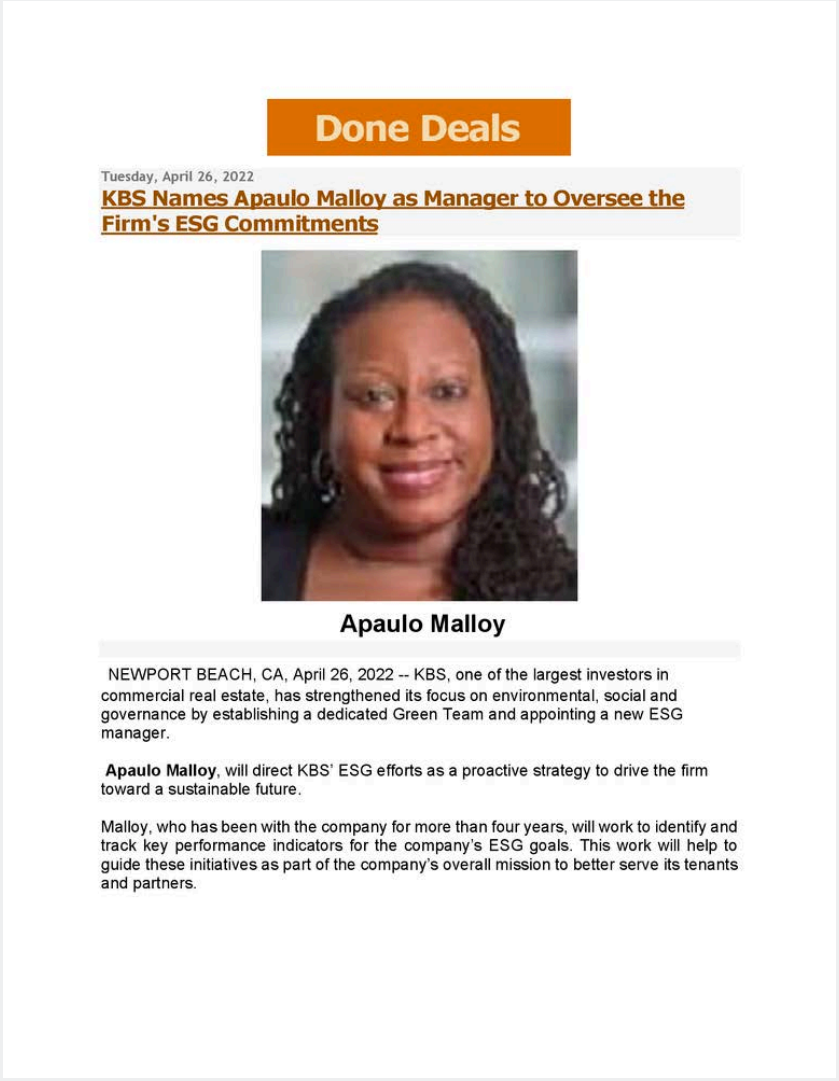


Done Deals

Tuesday, April 26, 2022

KBS Names Apaulo Malloy as Manager to Oversee the Firm's ESG Commitments

Apaulo Malloy

NEWPORT BEACH, CA, April 26, 2022 -- KBS, one of the largest investors in commercial real estate, has strengthened its focus on environmental, social and governance by establishing a dedicated Green Team and appointing a new ESG manager.

Apaulo Malloy, will direct KBS' ESG efforts as a proactive strategy to drive the firm toward a sustainable future.

Malloy, who has been with the company for more than four years, will work to identify and track key performance indicators for the company's ESG goals. This work will help to guide these initiatives as part of the company's overall mission to better serve its tenants and partners.

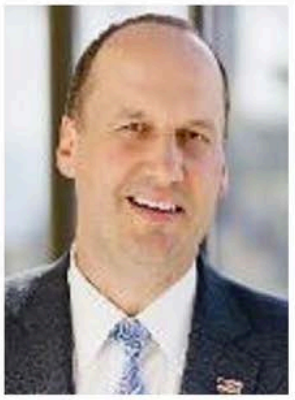
April 26, 2022 ONLINE

Done Deals (56-01576)

alex-donedeals.blogspot.com/2022/04/k...

Monthly Visits **9.73K**

Monthly Visits



Marc DeLuca

"The position of ESG manager reflects our company's commitment to acquiring and operating assets that contribute to a better social environment," says **Marc DeLuca,** CEO and Eastern regional president of KBS.

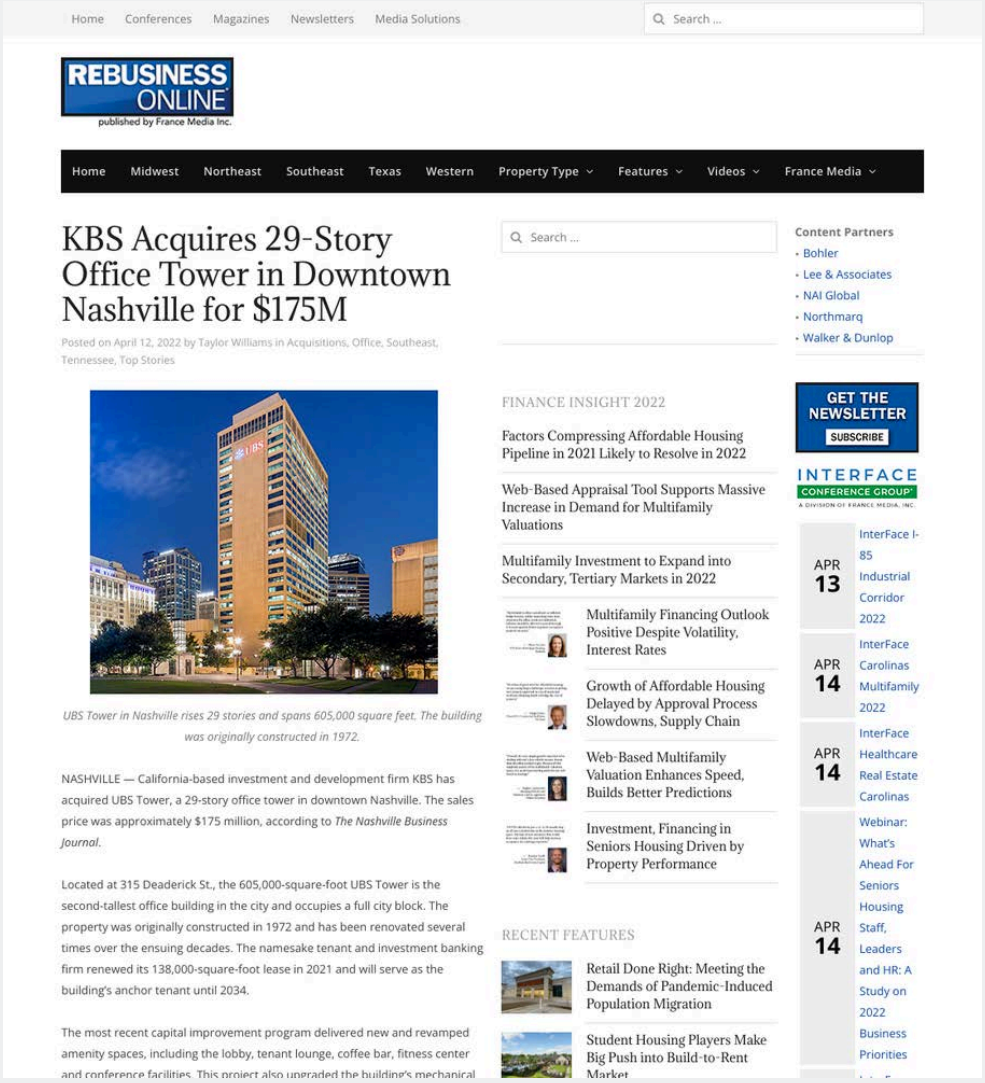
"Apaulo's extensive background in human resources and company operations make her the ideal individual to take on this new role within KBS."

Contact:

Arleeny Escarcega
aescarcega@thesmartagency.com

REBusiness Online

REBusinessOnline delivers commercial real estate news to you daily. Covering industrial, multifamily, office, retail real estate and more.



April 12, 2022 ONLINE

REBusiness Online (56-01407)

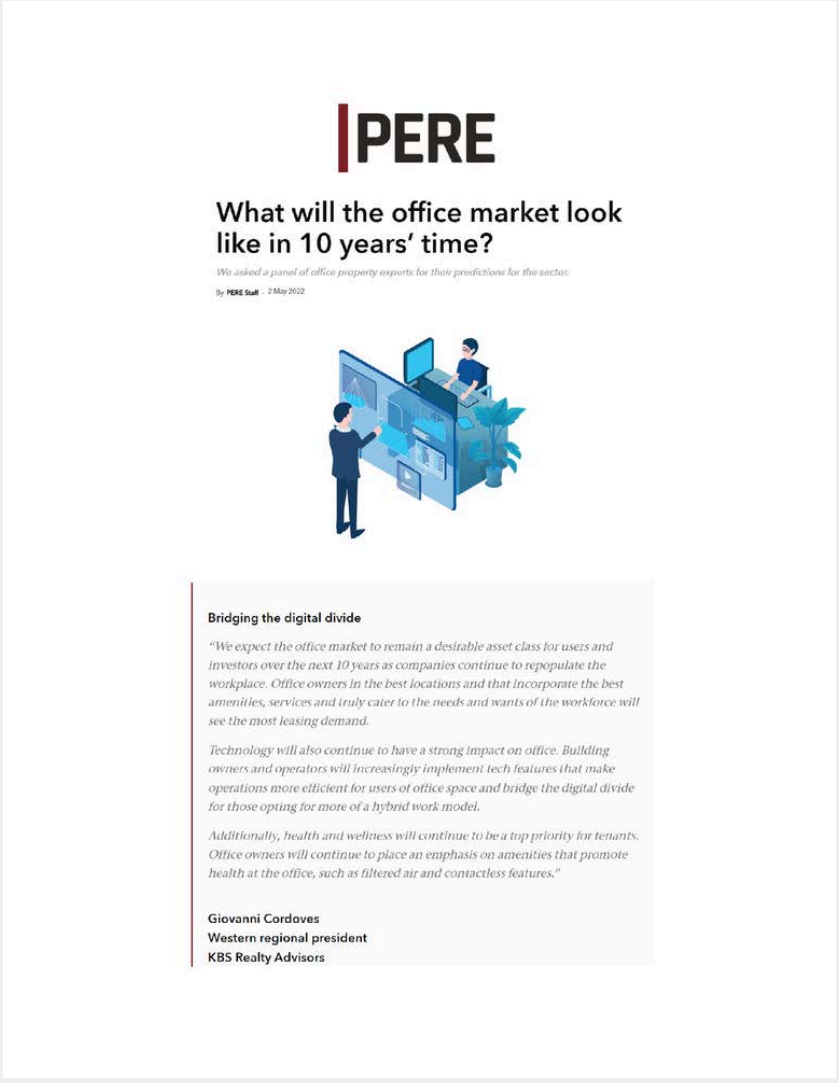
rebusinessonline.com/kbs-acquires-29-st...

Monthly Visits **1.1K**

Monthly Visits

PERE

PERE tracks how the relationship between investment managers and investors drives equity capital into private real estate.



PERE

What will the office market look like in 10 years' time?

We asked a panel of office property experts for their predictions for the sector.

By PERE Staff · 2 May 2022

Bridging the digital divide

"We expect the office market to remain a desirable asset class for users and investors over the next 10 years as companies continue to repopulate the workplace. Office owners in the best locations and that incorporate the best amenities, services and truly cater to the needs and wants of the workforce will see the most leasing demand.

Technology will also continue to have a strong impact on office. Building owners and operators will increasingly implement tech features that make operations more efficient for users of office space and bridge the digital divide for those opting for more of a hybrid work model.

Additionally, health and wellness will continue to be a top priority for tenants. Office owners will continue to place an emphasis on amenities that promote health at the office, such as filtered air and contactless features."

Giovanni Cordoves
Western regional president
KBS Realty Advisors

May 02, 2022 ONLINE

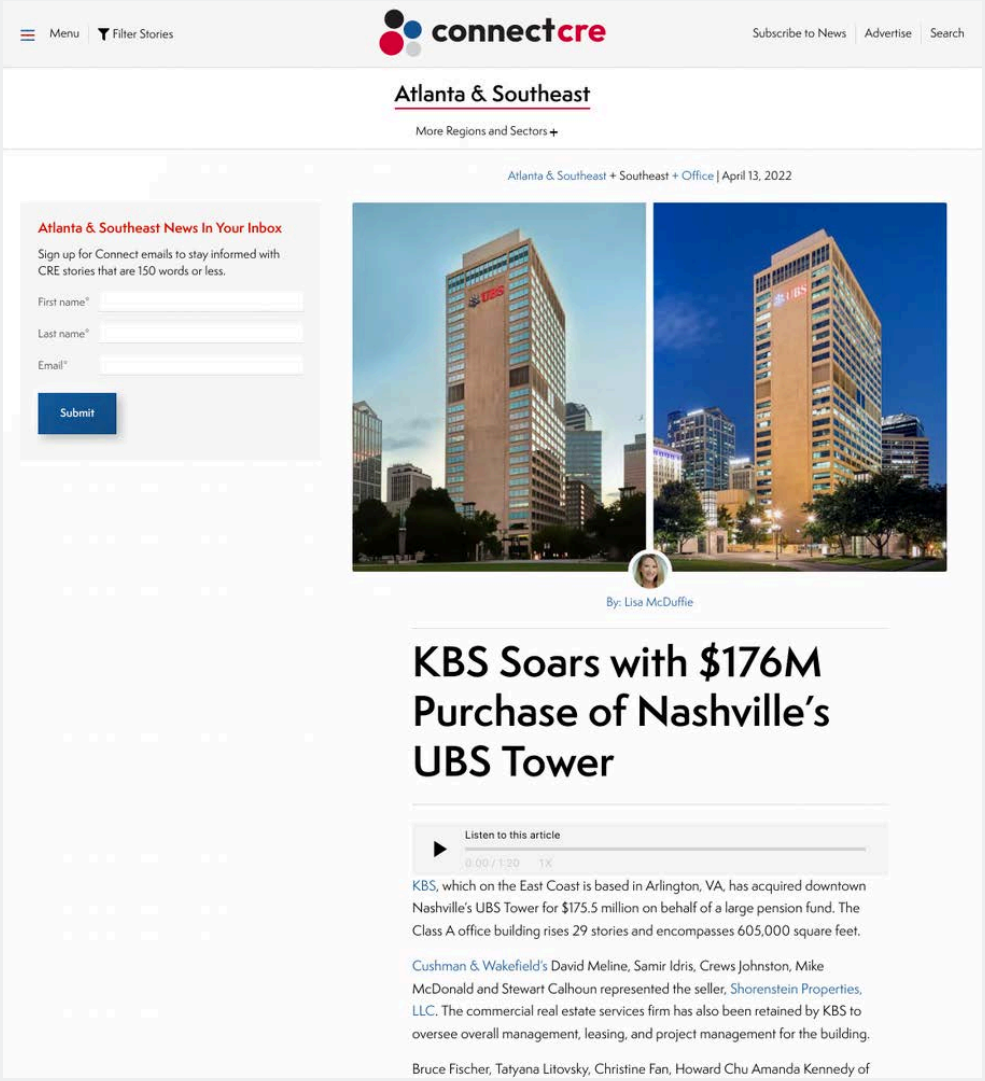
PERE (56-000)

perenews.com/what-will-the-office-marke...

Monthly Visits **32.4K**

Monthly Visits

Connect CRE Atlanta & Southeast



April 13, 2022 OFFLINE

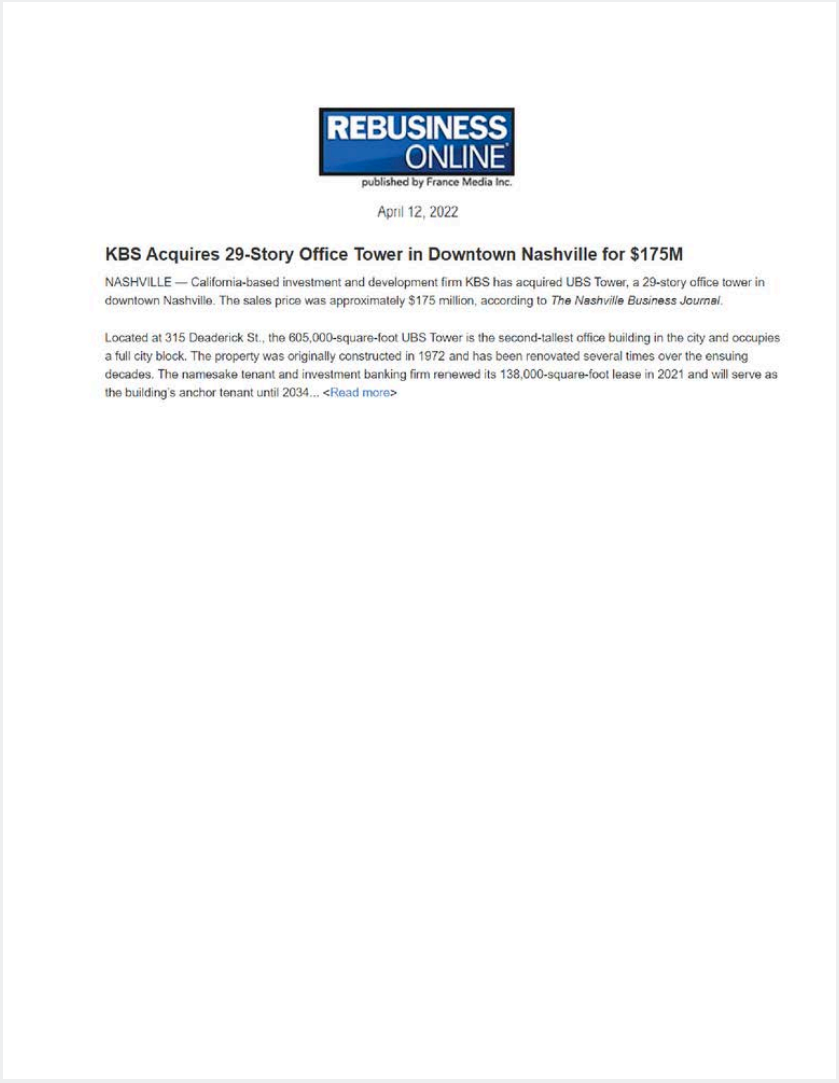
Connect CRE Atlanta & Southeast (56-01407)

connectcre.com/stories/kbs-soars-with-17...

Monthly Visits **45.9K**

Monthly Visits

REBusiness Online



REBUSINESS ONLINE
published by France Media Inc.

April 12, 2022

KBS Acquires 29-Story Office Tower in Downtown Nashville for $175M

NASHVILLE — California-based investment and development firm KBS has acquired UBS Tower, a 29-story office tower in downtown Nashville. The sales price was approximately $175 million, according to *The Nashville Business Journal*.

Located at 315 Deaderick St., the 605,000-square-foot UBS Tower is the second-tallest office building in the city and occupies a full city block. The property was originally constructed in 1972 and has been renovated several times over the ensuing decades. The namesake tenant and investment banking firm renewed its 138,000-square-foot lease in 2021 and will serve as the building's anchor tenant until 2034... <Read more>

April 12, 2022 OFFLINE

REBusiness Online Newsletter (56-01407)

fmi.omeclk.com/portal/public/ViewCommI...

Monthly Visits **1.1K**

Monthly Visits

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GlobeSt.com

Event

Honoring CRE's Women of Influence

GlobeSt. Real Estate Forum and GlobeSt.com are pleased to reveal the 2022 Woman of Influence winners that will be honored at the annual awards dinner in Park City, UT on July 26.

By Ingrid Tunberg | April 20, 2022 at 02:19 PM

Since 1983, *GlobeSt. Real Estate Forum* has recognized a growing number of female industry professionals for their remarkable achievements. Seeking to shine a light on the individuals that have personally impacted the market and significantly driven the industry to new heights via their outstanding successes, GlobeSt. collected nominations across various categories, spanning the entire commercial real estate spectrum.

GlobeSt. is proud to announce this year's Women of Influence winners.

The honorees will be profiled in *GlobeSt. Real Estate Forum's* July/August issue and will gain recognition on GlobeSt.com. *GlobeSt. Real Estate Forum* will also honor the chosen 2022 Women of Influence at the annual GlobeSt. Women of Influence awards dinner, which will be held at the Stein Eriksen Lodge Deer Valley in Park City, UT on July 26.

To register for the 2022 Women of Influence conference, or to gain more information on the event, please click here.

Congratulations to this year's honorees.

April 20, 2022 ONLINE

GlobeSt. (56-01340)

globest.com/2022/04/20/honoring-cres-...

Monthly Visits **71.5K**

Monthly Visits

The 2022 Women of Influence winners are as follows:

Investment Professional / Owner

- Beth Azor, Azor Advisory Services
- Angela Biggs, Grosvenor
- Molly Bordonaro, the Green Cities Co.
- Julia Boyd Corso, Interstate Equities Corp.
- Ashlee Cabeal, Hamilton Zanze
- Yael Duffy, the RMR Group
- Dara Friedman, BentallGreenOak
- Priyanka Garg, Mack Real Estate Group LLC
- Kristy Heuberger, LaSalle Investment Management
- Tammy Kelly, Redwood Capital Group LLC
- Tristan Last, Arch Cos.
- Jaime Lee, Jamison
- Renee McDonnell, IHP Capital Partners
- Mindy McIlroy, Terranova Corp.
- Dana Petitto, Brookfield Asset Management
- Kerry G. Powers, Savanna
- Cassie Resnick, Mast Capital
- Sarah Schwarzschild, BentallGreenOak
- Carly Tripp , Nuveen
- Rachel Umipig, KBS Realty Advisors
- Sabrina Unger, American Realty Advisors
- Alexis Volen, CIRE Equity
- Jennifer Wong, AEW

RENTV

Rentv.com provides commercial real estate news about office, industrial, retail and multifamily properties, sales, leases, developments, property management, financings...

April 11, 2022 ONLINE

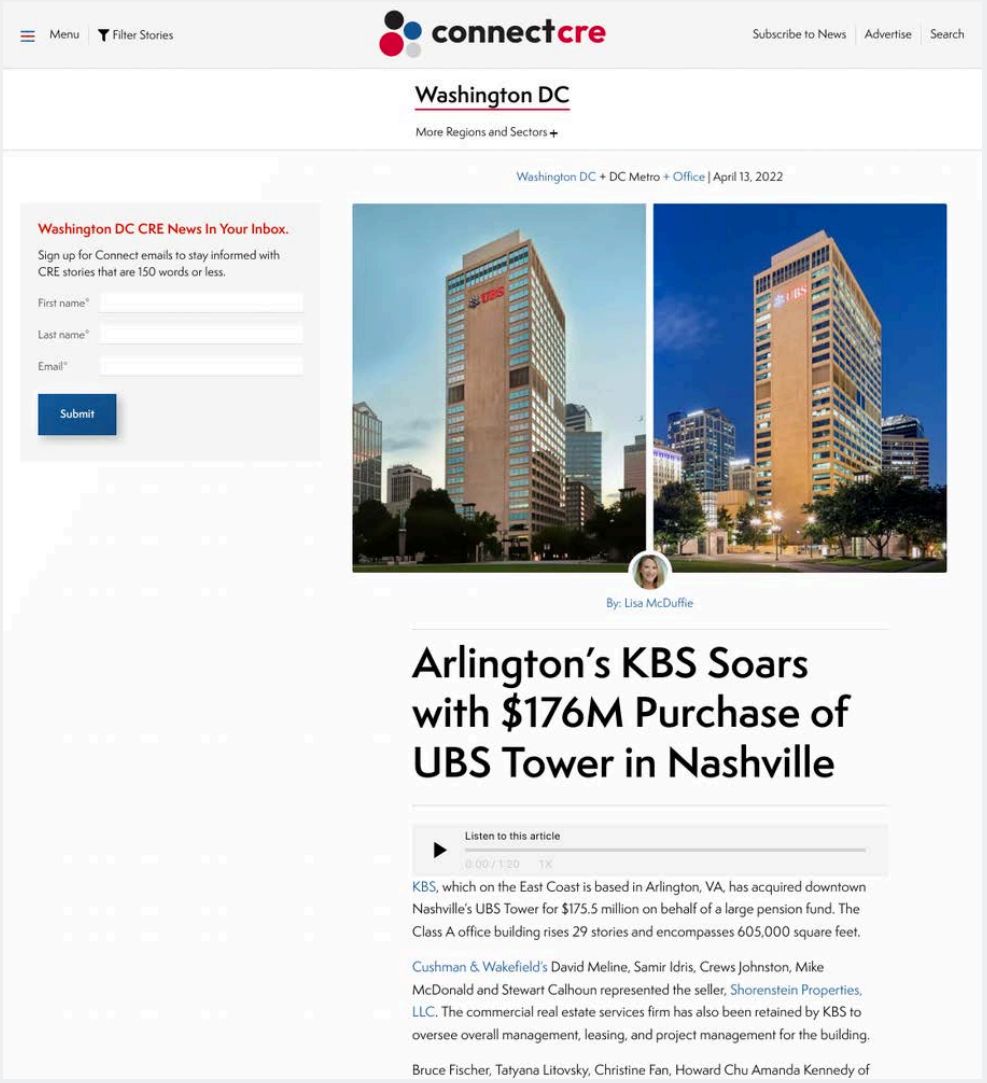
RENTV (56-01423)

rentv.com/content/homepage/etcetc/new...

Monthly Visits **14.8K**

Monthly Visits

Connect CRE Washington D.C.



April 13, 2022 OFFLINE

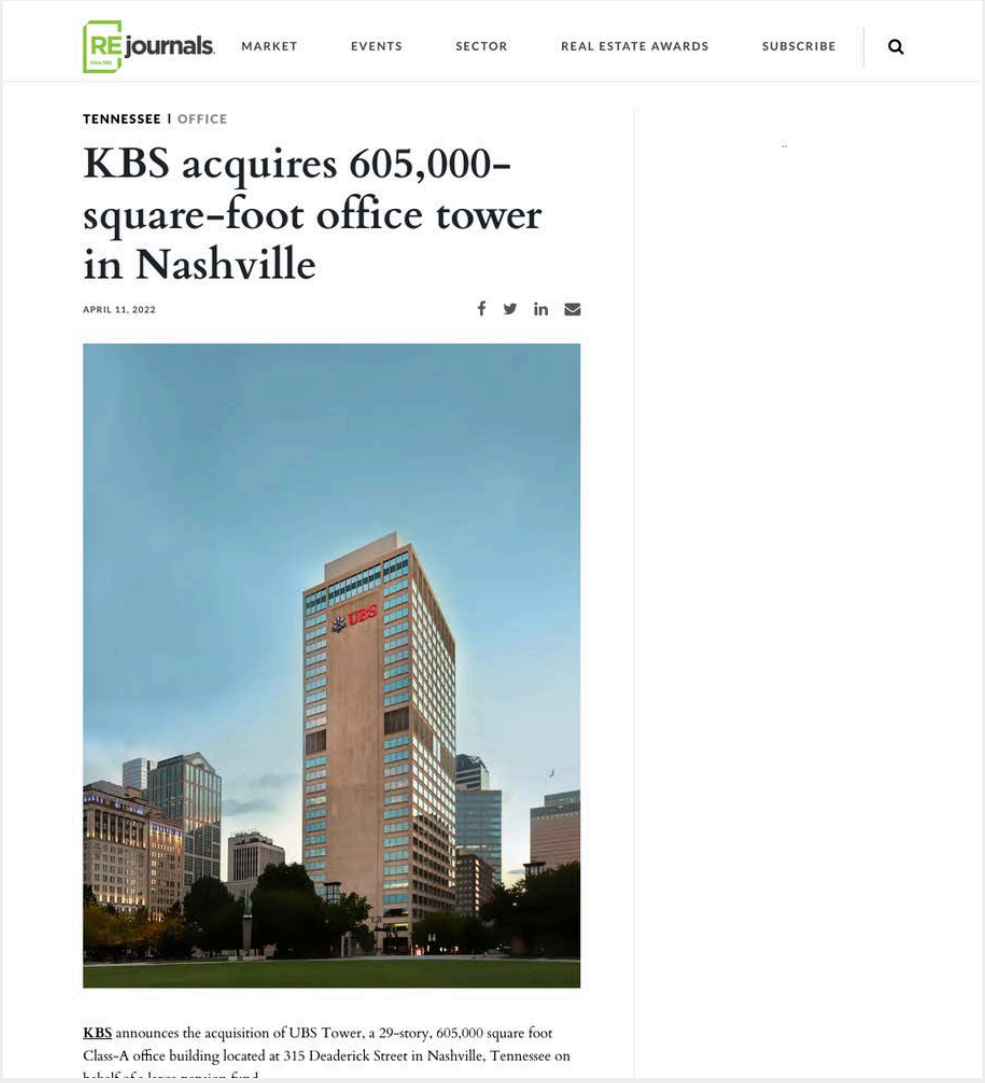
Connect CRE Washington D.C. (56-01407)

connectcre.com/stories/arlingtons-kbs-so...

Monthly Visits **45.9K**

Monthly Visits

RE Journals



April 11, 2022 ONLINE

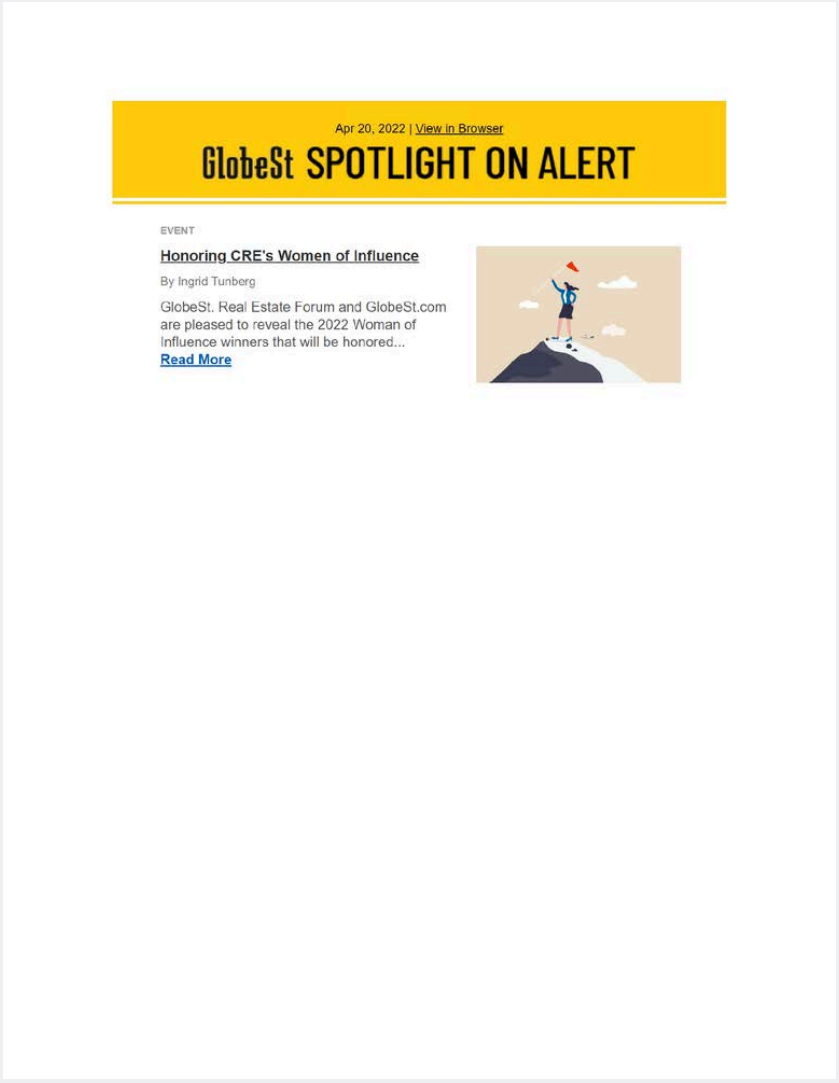
RE Journals (56-01407)

rejournals.com/kbs-acquires-605000-squ...

Monthly Visits **41.1K**

Monthly Visits

GlobeSt. Spotlight On



April 20, 2022 OFFLINE

GlobeSt. Spotlight On Newsletter (56-01340)

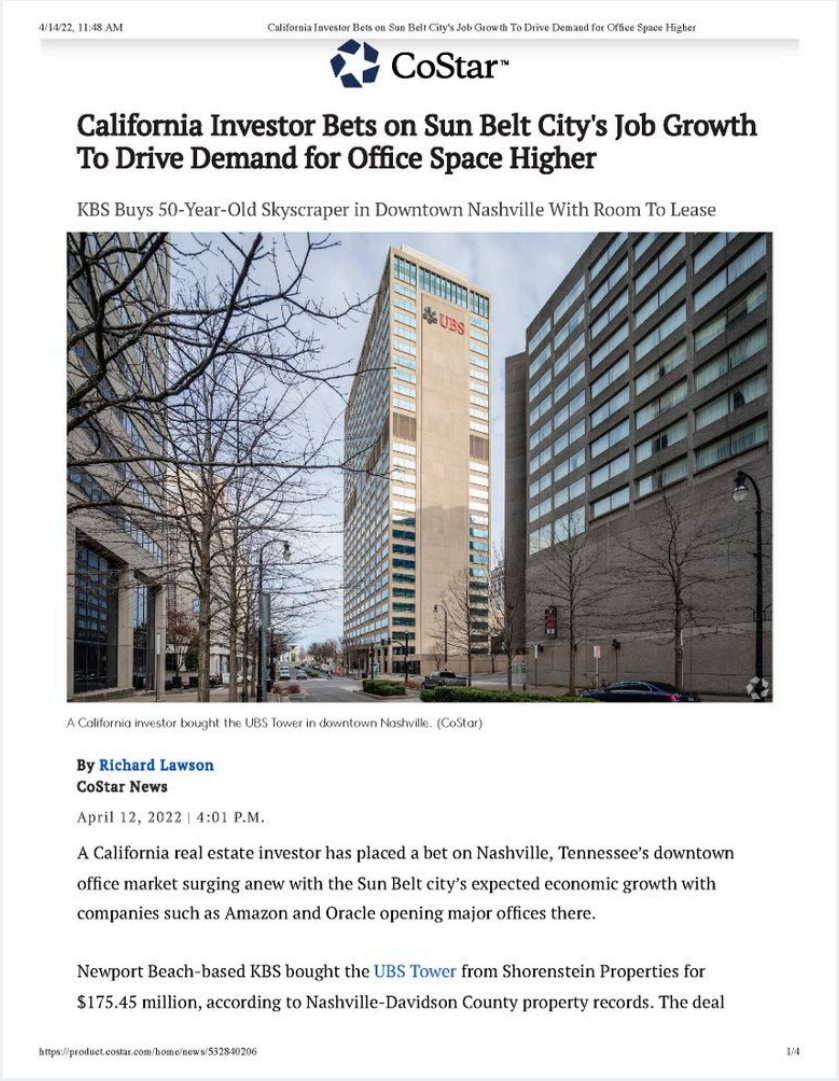
link.globest.com/view/603d61d405c2325...

Monthly Visits **186K**

Monthly Visits

CoStar

CoStar, the world leader in commercial real estate information, has the most comprehensive database of real estate data throughout the US, Canada, UK and...



4/14/22, 11:48 AM California Investor Bets on Sun Belt City's Job Growth To Drive Demand for Office Space Higher

CoStar™

California Investor Bets on Sun Belt City's Job Growth To Drive Demand for Office Space Higher

KBS Buys 50-Year-Old Skyscraper in Downtown Nashville With Room To Lease

A California investor bought the UBS Tower in downtown Nashville. (CoStar)

By Richard Lawson
CoStar News

April 12, 2022 | 4:01 P.M.

A California real estate investor has placed a bet on Nashville, Tennessee's downtown office market surging anew with the Sun Belt city's expected economic growth with companies such as Amazon and Oracle opening major offices there.

Newport Beach-based KBS bought the UBS Tower from Shorenstein Properties for $175.45 million, according to Nashville-Davidson County property records. The deal

https://product.costar.com/home/news/532840206 1/4

April 12, 2022 ONLINE

CoStar (56-01407)

costar.com/article/532840206/california-i...

Monthly Visits **374K**

Monthly Visits

comes just three years after Shorenstein bought the 29-story tower for $135 million.

Records show that KBS borrowed $113.8 million through Capital One to close the deal for the roughly 600,000-square-foot tower.

The investor is banking on job growth in Nashville led by Seattle-based Amazon's operations center downtown employing more than 5,000 and technology giant Oracle building a large campus across the Cumberland River near downtown that promises to eventually employ 8,500.

Data analytics firm Oxford Economics predicts the city's jobs growth will hit 3.9% this year, Marc DeLuca, CEO and Eastern regional president at KBS, said in a statement.

"This activity creates numerous office-using jobs and significantly increases the rental growth and demand in the market," DeLuca said. "Now was the opportune time for us to make this investment."

Before the pandemic, downtown office vacancy was 7% in the first quarter of 2020, according to CoStar. Then the pandemic arrived. Employers sent people home to work, which lasted much longer than expected.

As happened elsewhere in the country, companies cut back on space as newly constructed space opened. Today, downtown vacancy has risen to roughly 12%. The UBS Tower is close to 28% vacant, CoStar data shows. UBS is the biggest tenant followed by the Tennessee Department of Children's Services, accounting for about 45% of the building's leasable space.

The UBS tower, which was built in 1972, is just one of four office properties bigger than 100,000 square feet to change hands this year in the Nashville area. At $292.58 per square foot, it is second-highest per square foot price among those. Sylvan Supply, a creative office project about 3.5 miles west of downtown, sold in January for $416.67 per square foot.

"The acquisition offers the buyer the ability to invest in Downtown Nashville at a relative discount compared to what it would cost to acquire a newly built property, or to build a ground-up development," said David Kahn, CoStar's director of market analytics for the Southeast.

Kahn noted that the 5-year-old office building at 601 11th Ave. N sold in May 2021 for $340 per square foot despite being nearly vacant because its chief tenant emptied most of its space. Lifeway Christian Resources, which had owned the building, had chosen to shift to a remote work model for employees and will have collaboration space instead of dedicated office space.

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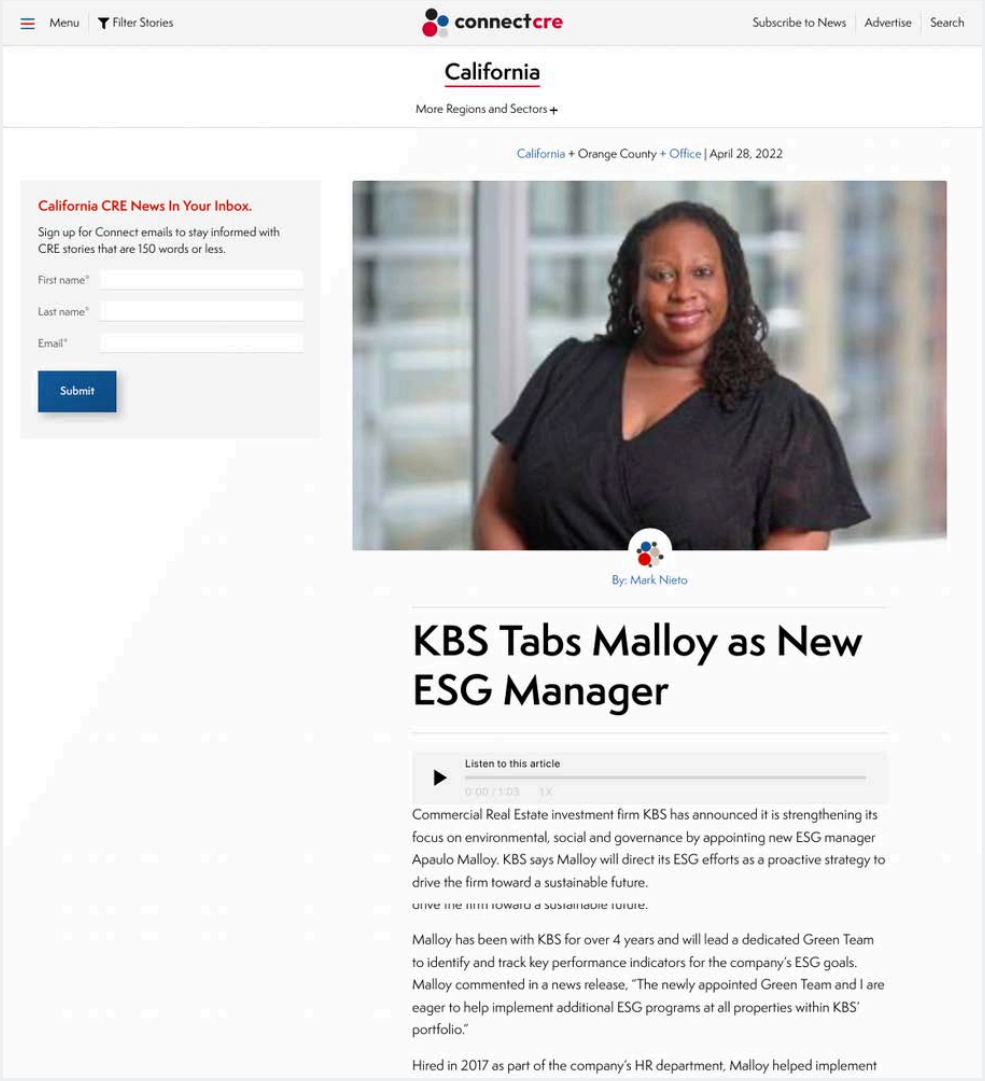

April 28, 2022 ONLINE

Connect CRE California (56-01576)

connectcre.com/stories/kbs-tabs-malloy-a...

Monthly Visits **45.9K**

Monthly Visits

Done Deals

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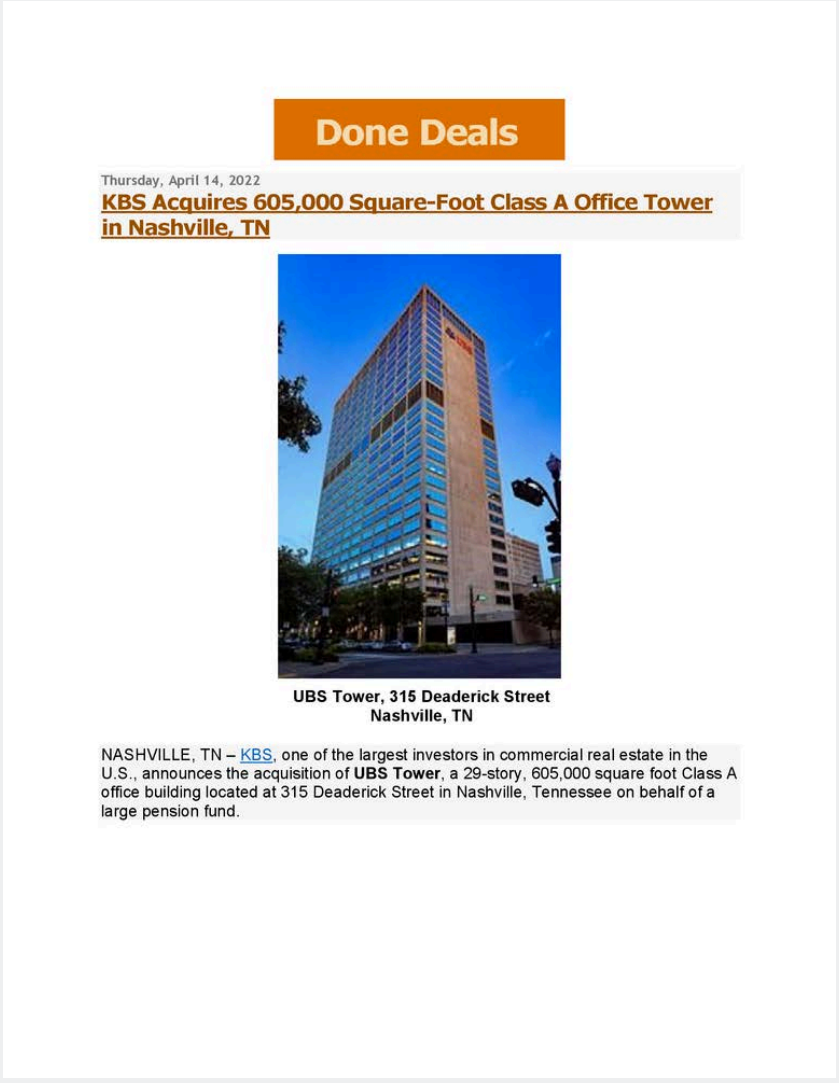


Done Deals

Thursday, April 14, 2022

KBS Acquires 605,000 Square-Foot Class A Office Tower in Nashville, TN

UBS Tower, 315 Deaderick Street
Nashville, TN

NASHVILLE, TN – KBS, one of the largest investors in commercial real estate in the U.S., announces the acquisition of **UBS Tower**, a 29-story, 605,000 square foot Class A office building located at 315 Deaderick Street in Nashville, Tennessee on behalf of a large pension fund.

April 14, 2022 ONLINE

Done Deals (56-01407)

alex-donedeals.blogspot.com/2022/04/k...

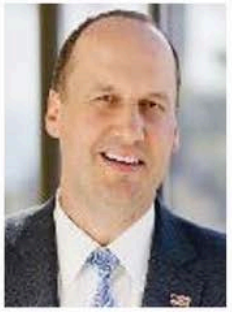
Monthly Visits **9.73K**

Monthly Visits

Bruce Fischer

"With a population quickly approaching two million, Nashville is a vital business, tourism, and transportation center," says **Marc DeLuca**, CEO and Eastern regional president at KBS.

"Nashville boasts a thriving economy that is predicted to see a 3.9% growth in employment in 2022. This activity creates numerous office-using jobs and significantly increases the rental growth and demand in the market. Now was the opportune time for us to make this investment."



Marc DeLuca

Nashville has been consistently ranked a top city for businesses over the last several years, with companies migrating to the area in favor of its diverse economy, low cost of living, and well-educated talent pool.

According to CoStar, Nashville has over 80% more office-using jobs now than it had in 2010, a rate of growth that far outpaces the national average.

The city has also seen several tech businesses relocate to or expand in the area in search of prime office space, with global companies such as Amazon, Oracle, Asurion, and iHeartRadio planning to open new major offices in the city.

Allen Aldridge

Built in 1972, UBS Tower is ideal for office and retail businesses seeking an optimal location in the Nashville area.

Several renovations have been made to the property, including a revamped lobby, new tenant lounge, coffee bar, conference center, and fitness center, along with extensive infrastructure upgrades, making the building an attractive location for companies looking to provide their teams an amenity-rich and sustainable workplace.

"There is strong ongoing demand for premier office space located within walking distance to downtown amenities, and UBS Tower is well positioned to benefit from significant tenant in-migration," says **Allen Aldridge,** senior vice president of acquisitions, dispositions, and co-director of asset management for KBS.

Tatyana Litovsky

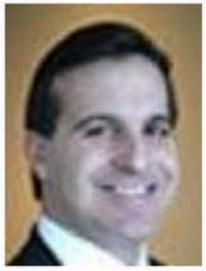
"The property offers unobstructed views of Downtown, move-in ready full floor spec suites, and superior access to executive housing to the West and South via Charlotte Avenue."

Christine Z. Fan

"We plan to make UBS Tower even better by adding in-demand features such as a coffee bar located in the lobby, bike room and shower, dog recreation area, and modernized facade," continues Aldridge.

Amanda Kennedy

"We also plan to add electric car charging stations and verify the building with UL Healthy Buildings since we are constantly looking for ways to incorporate eco-friendly property amenities that elevate the tenant experience while reducing our carbon footprint."



David Meline

Attorneys **Bruce Fischer, Tatyana Litovsky, Christine Fan and Howard Chu,** and paralegal **Amanda Kennedy,** of global law firm Greenberg Traurig, LLP's Orange County office represented the firm as legal counsel in the acquisition.

"We were extremely pleased to represent KBS in the acquisition of this desirable asset," says Fischer, Greenberg Traurig's Chair of the West Coast Real Estate Practice and Co-Managing Shareholder of the Orange County office, who led the Greenberg Traurig team and represented KBS.

Howard Chu

Cushman & Wakefield's **David Meline, Samir Idris, Crews Johnston, Mike McDonald, and Stewart Calhoun** arranged the sale of UBS Tower and represented the seller, Shorenstein Properties, LLC.

The commercial real estate services firm has also been retained by KBS to oversee overall management, leasing, and project management for the building.

CONTACT:

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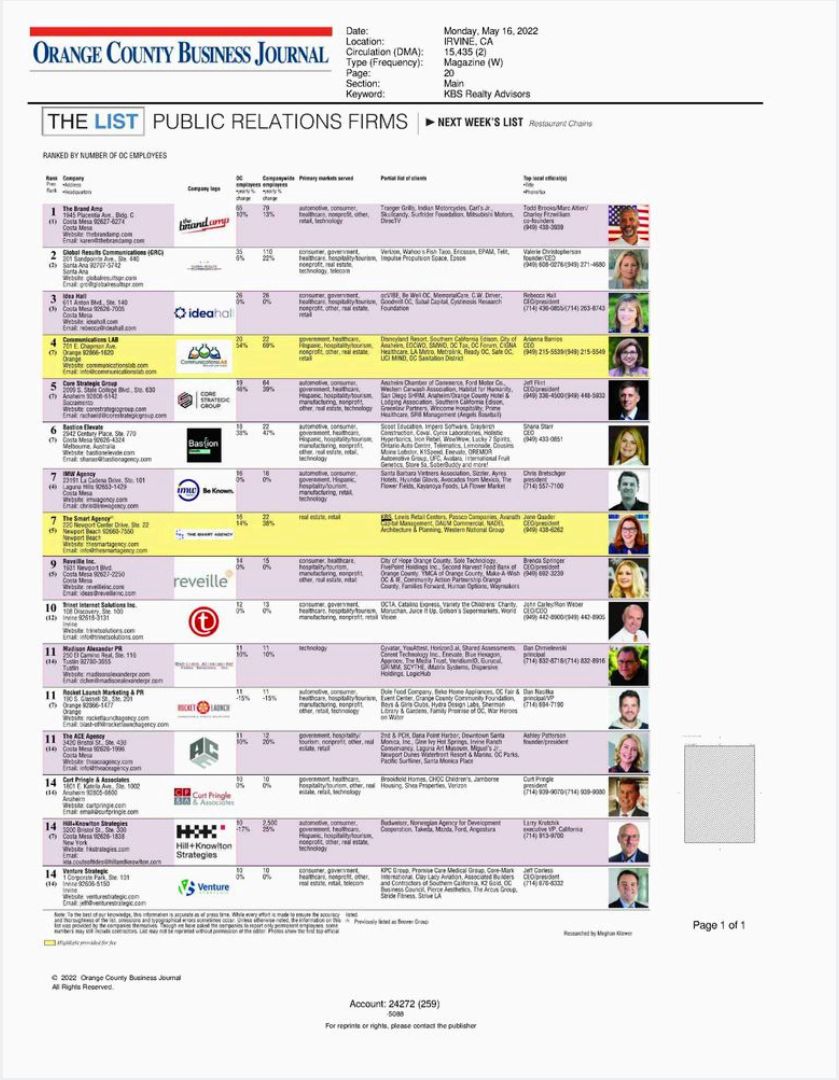
aescarcega@thesmartagency.com

Orange County Business Journal



ORANGE COUNTY BUSINESS JOURNAL

Date: Monday, May 16, 2022
Location: IRVINE, CA
Circulation (DMA): 15,435 (2)
Type (Frequency): Magazine (W)
Page: 20
Section: Main
Keyword: KBS Realty Advisors

THE LIST PUBLIC RELATIONS FIRMS ▶ NEXT WEEK'S LIST *Restaurant Chains*

RANKED BY NUMBER OF OC EMPLOYEES

Rank (Prev. Rank)	Company (Address, Phone, Website, Email)	Company logo	OC employees (rank/% change)	Companywide employees (rank/% change)	Primary markets served	Partial list of clients	Top local official(s) (title, phone/fax)	
1 (1)	**The Brand Amp** 1845 Placentia Ave., Bldg. C Costa Mesa 92627-5274 Website: thebrandamp.com Email: karen@thebrandamp.com	The Brand Amp	65 93%	79 -13%	automotive, consumer, healthcare, nonprofit, other, retail, technology	Tranger Grills, Indian Motorcycles, Carl's Jr., Stu-Dandy, Surfrider Foundation, Mitsubishi Motors, DirecTV	Todd Brooks/Marc Allen/ Charley Fitzwilliam co-founders (949) 438-3809	
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3 (3)	**Idea Hall** 611 Anton Blvd., Ste. 140 Costa Mesa 92626-7035 Costa Mesa Website: ideahall.com Email: rebecca@ideahall.com	ideahall	26 0%	26 0%	consumer, government, healthcare, hospitality/tourism, nonprofit, other, real estate, retail	orVIBE, Be Well OC, MemorialCare, C.W. Driver, Goodwill OC, Sutter Capital, Cystinosis Research Foundation	Rebecca Hall CEO/president (714) 436-9805/(714) 263-8743	
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Note: To the best of our knowledge, this information is accurate as of press time. While every effort is made to ensure the accuracy and thoroughness of the list, omissions and typographical errors sometimes occur. Unless otherwise noted, the information on this list was provided by the companies themselves. Though we have asked the companies to report only permanent employees, some number it may still include contractors. List may not be reprinted without permission of the editor. Photos show the first top official.

Previously listed as Brower Group

Researched by Meghan Klower

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May 16, 2022 PRINT

Orange County Business Journal (56-000)

Monthly Visits **15.4K**

Monthly Visits

PERE

Analysis

FAST FORWARD

What will the office market look like in 10 years' time?

The future office is the product of current trends and movements in society including flexibility, experiences and sustainability. Further, location and access to public transports and amenities will be a key for tenants to recruit talent in a competitive market.

The office will be a place where people meet to share experiences, cooperate and feel part of the community. The transition from the individual working station and the big conference room to smaller team meeting rooms and activity-based working is therefore expected to continue.

The office will also be part of branding and correspond to firms' core values. As companies, for example, commit to environmental initiatives, the office will need to be aligned and comply with such commitments.

Magnus Berglund
Partner, head of CapMan Real Estate Norway

Office does have a future; it just looks different than the past. What will attract employees to return to the office won't be a sea of cubes where people go to a computer and send emails all day. They can do that from home. Instead, the office of the future will be a responsive, energetic space that provides the right experience, featuring more 'we' space instead of 'me' space to meet cultural and social needs.

Additionally, we will see more choices and flexibility in lease options to respond to tenants' changing needs. And successful buildings will be 'healthy' with such attributes as an improved ESG footprint, optimal indoor air quality and natural lighting, touchless technology and outdoor amenities.

Robert Perry
President, Americas real estate division
CBRE Investment Management

We expect the office market to remain a desirable asset class for users and investors over the next 10 years as companies continue to repopulate the workplace. Office owners in the best locations and that incorporate the best amenities, services and truly cater to the needs and wants of the workforce will see the most leasing demand.

Technology will also continue to have a strong impact on office. Building owners and operators will increasingly implement tech features that make operations more efficient for users of office space and bridge the digital divide for those opting for more of a hybrid work model.

Additionally, health and wellness will continue to be a top priority for tenants. Office owners will continue to place an emphasis on amenities that promote health at the office, such as filtered air and contactless features.

Giovanni Cordoves
Western regional president
KBS Realty Advisors

May 02, 2022 PRINT

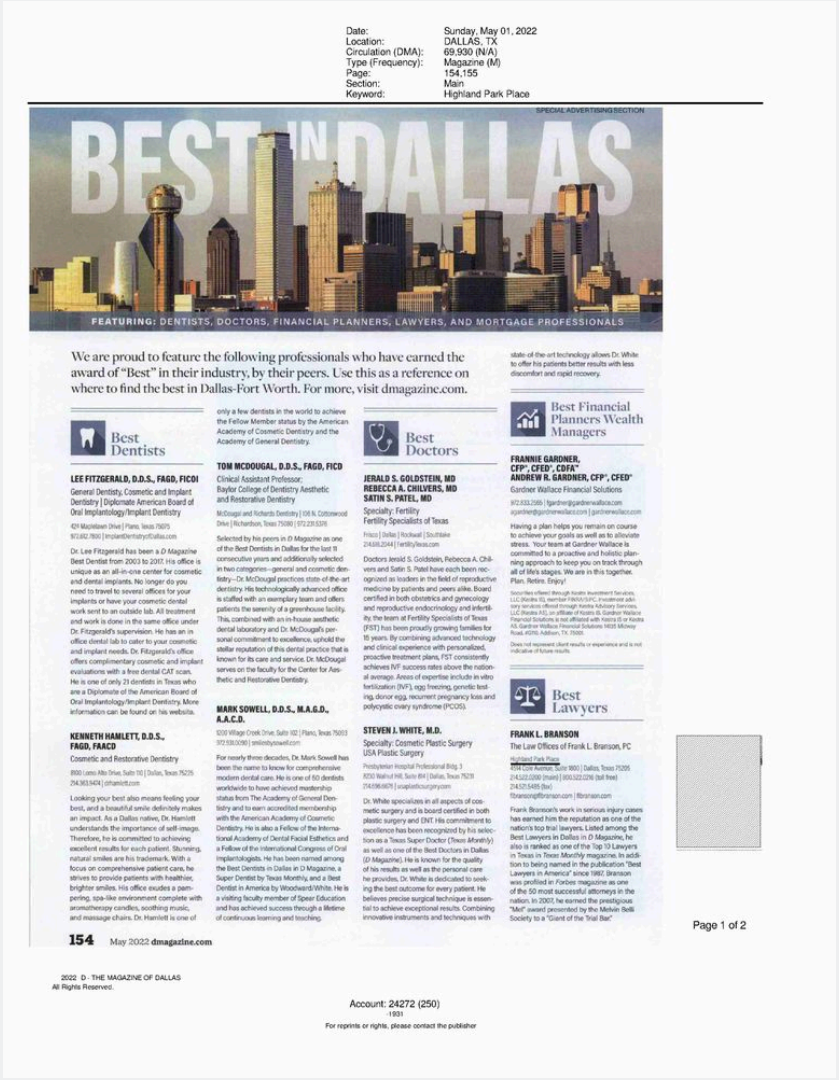
PERE (56-01688)

perenews.com/what-will-the-office-marke...

Monthly Visits **32.4K**

Monthly Visits

Best in Dallas



Date: Sunday, May 01, 2022
Location: DALLAS, TX
Circulation (DMA): 69,930 (N/A)
Type (Frequency): Magazine (M)
Page: 154,155
Section: Main
Keyword: Highland Park Place

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Best Dentists

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General Dentistry, Cosmetic and Implant Dentistry | Diplomate American Board of Oral Implantology/Implant Dentistry

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972.612.7800 | implantDentistryofDallas.com

Dr. Lee Fitzgerald has been a *D Magazine* Best Dentist from 2003 to 2017. His office is unique as an all-in-one center for cosmetic and dental implants. No longer do you need to travel to several offices for your implants or have your cosmetic dental work sent to an outside lab. All treatment and work is done in the same office under Dr. Fitzgerald's supervision. He has an in office dental lab to cater to your cosmetic and implant needs. Dr. Fitzgerald's office offers complimentary cosmetic and implant evaluations with a free dental CAT scan. He is one of only 21 dentists in Texas who are a Diplomate of the American Board of Oral Implantology/Implant Dentistry. More information can be found on his website.

KENNETH HAMLETT, D.D.S., FAGD, FAACD
Cosmetic and Restorative Dentistry

8930 Lono Alto Drive, Suite 110 | Dallas, Texas 75225
214.363.5474 | drhamlett.com

Looking your best also means feeling your best, and a beautiful smile definitely makes an impact. As a Dallas native, Dr. Hamlett understands the importance of self-image. Therefore, he is committed to achieving excellent results for each patient. Stunning, natural smiles are his trademark. With a focus on comprehensive patient care, he strives to provide patients with healthier, brighter smiles. His office exudes a pampering, spa-like environment complete with aromatherapy candles, soothing music, and massage chairs. Dr. Hamlett is one of only a few dentists in the world to achieve the Fellow Member status by the American Academy of Cosmetic Dentistry and the Academy of General Dentistry.

TOM MCDOUGAL, D.D.S., FAGD, FICD
Clinical Assistant Professor:
Baylor College of Dentistry Aesthetic and Restorative Dentistry

McDougal and Richards Dentistry | 106 N. Cottonwood Drive | Richardson, Texas 75080 | 972.231.0331

Selected by his peers in *D Magazine* as one of the Best Dentists in Dallas for the last 11 consecutive years and additionally selected in two categories—general and cosmetic dentistry—Dr. McDougal practices state-of-the-art dentistry. His technologically advanced office is staffed with an exemplary team and offers patients the serenity of a greenhouse facility. This, combined with an in-house aesthetic dental laboratory and Dr. McDougal's personal commitment to excellence, uphold the stellar reputation of this dental practice that is known for its care and service. Dr. McDougal serves on the faculty for the Center for Aesthetic and Restorative Dentistry.

MARK SOWELL, D.D.S., M.A.G.D., A.A.C.D.

1200 Village Creek Drive, Suite 102 | Plano, Texas 75093
972.519.0090 | smilesbysowell.com

For nearly three decades, Dr. Mark Sowell has been the name to know for comprehensive modern dental care. He is one of 60 dentists worldwide to have achieved mastership status from The Academy of General Dentistry and to earn accredited membership with the American Academy of Cosmetic Dentistry. He is also a Fellow of the International Academy of Dental Facial Esthetics and a Fellow of the International Congress of Oral Implantologists. He has been named among the Best Dentists in Dallas in *D Magazine*, a Super Dentist by Texas Monthly, and a Best Dentist in America by Woodward/White. He is a visiting faculty member of Spear Education and has achieved success through a lifetime of continuous learning and teaching.

Best Doctors

JERALD S. GOLDSTEIN, MD
REBECCA A. CHILVERS, MD
SATIN S. PATEL, MD
Specialty: Fertility
Fertility Specialists of Texas

Frisco | Dallas | Rockwall | Southlake
214.618.2344 | fertilitytexas.com

Doctors Jerald S. Goldstein, Rebecca A. Chilvers and Satin S. Patel have each been recognized as leaders in the field of reproductive medicine by patients and peers alike. Board certified in both obstetrics and gynecology and reproductive endocrinology and infertility, the team at Fertility Specialists of Texas (FST) has been proudly growing families for 15 years. By combining advanced technology and clinical experience with personalized, proactive treatment plans, FST consistently achieves IVF success rates above the national average. Areas of expertise include in vitro fertilization (IVF), egg freezing, genetic testing, donor egg, recurrent pregnancy loss and polycystic ovary syndrome (PCOS).

STEVEN J. WHITE, M.D.
Specialty: Cosmetic Plastic Surgery
USA Plastic Surgery

Presbyterian Hospital Professional Bldg. 3
8350 Walnut Hill, Suite 814 | Dallas, Texas 75231
214.596.6626 | usaplasticsurgery.com

Dr. White specializes in all aspects of cosmetic surgery and is board certified in both plastic surgery and ENT. His commitment to excellence has been recognized by his selection as a Texas Super Doctor (*Texas Monthly*) as well as one of the Best Doctors in Dallas (*D Magazine*). He is known for the quality of his results as well as the personal care he provides. Dr. White is dedicated to seeking the best outcome for every patient. He believes precise surgical technique is essential to achieve exceptional results. Combining innovative instruments and techniques with state-of-the-art technology allows Dr. White to offer his patients better results with less discomfort and rapid recovery.

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Best Lawyers

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fbransonip@branson.com | flbranson.com

Frank Branson's work in serious injury cases has earned him the reputation as one of the nation's top trial lawyers. Listed among the Best Lawyers in Dallas in *D Magazine*, he also is ranked as one of the Top 10 Lawyers in Texas in *Texas Monthly* magazine. In addition to being named in the publication "Best Lawyers in America" since 1982, Branson was profiled in *Forbes* magazine as one of the 50 most successful attorneys in the nation. In 2007, he earned the prestigious "Mel" award presented by the Melvin Belli Society to a "Giant of the Trial Bar."

154 May 2022 dmagazine.com

Page 1 of 2

2022 D - THE MAGAZINE OF DALLAS
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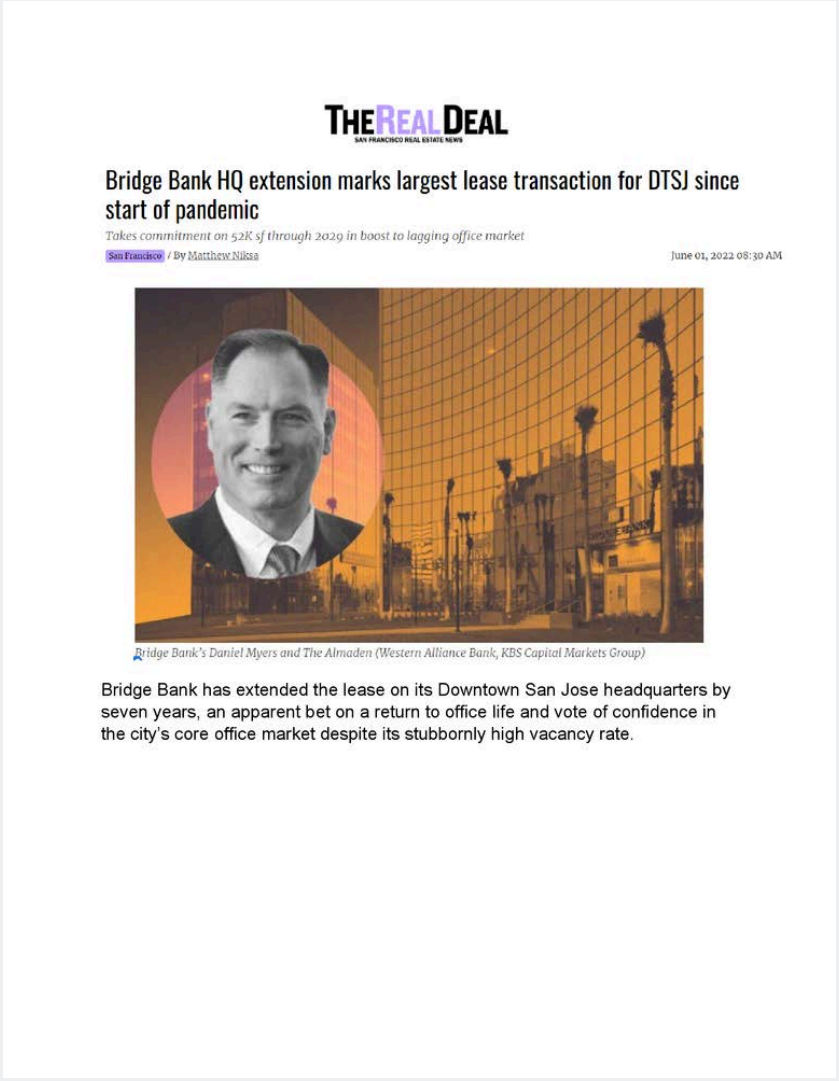
May 01, 2022 PRINT

Best in Dallas (56-000)

Monthly Visits **69.9K**
Monthly Visits

The Real Deal

The leading source for real estate news and information. Covering the deals, developments and policies that matter the most.



THE REAL DEAL
SAN FRANCISCO REAL ESTATE NEWS

Bridge Bank HQ extension marks largest lease transaction for DTSJ since start of pandemic

Takes commitment on 52K sf through 2029 in boost to lagging office market

San Francisco / By Matthew Niksa June 01, 2022 08:30 AM

Bridge Bank has extended the lease on its Downtown San Jose headquarters by seven years, an apparent bet on a return to office life and vote of confidence in the city's core office market despite its stubbornly high vacancy rate.

June 01, 2022 ONLINE

The Real Deal San Francisco (56-000)

therealdeal.com/sanfrancisco/2022/06/0...

Monthly Visits **122K**

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The Real Deal

The leading source for real estate news and information. Covering the deals, developments and policies that matter the most.

May 27, 2022 ONLINE

The Real Deal Real Estate News (56-000)

therealdeal.com/texas/2022/05/27/kbs-r...

Monthly Visits **122K**

Monthly Visits

THE REAL DEAL
REAL ESTATE NEWS

KBS renews two leases at Houston office

The real estate firm renewed two leases for the Office at Greenhouse in Houston

Texas / By James Bell May 27, 2022 10:22 AM

KBS' Charles J. Schreiber and Office at Greenhouse in Houston (KBS, LinkedIn)

California-based real estate agency KBS Capital Markets has closed two leases at its Offices at Greenhouse in Houston, Texas.

The firm successfully renewed the property's second-largest tenant, J. Connor Consulting, in the second quarter of 2021, according to a press release on its recent portfolio update meeting. The lease on the 32,066-square-foot building has been extended from 2023 to 2031.

KBS also signed a new lease for restaurant franchisor SPB Hospitality, who are subleasing the space from the American multinational engineering firm AECOM. The lease is renewed from KBS's deal with SFB in March of this year and provides 42,000 square feet for a portion of that space that will be vacated by AECOM in 2025. The Offices at Greenhouse is located at 19219 Katy Freeway, and is owned by KBS Growth & Income Real Estate Investment Trust.

The portfolio consists of four assets with approximately 600,000 square feet and a weighted average lease term of 3.5 years, said KBS Chief Executive Officer and Eastern Regional President, Marc DeLuca in an interview.

The year with the largest expiration schedule depicted in the presentation of the portfolio is 2024, which DeLuca says is due to AECOM. Gio Cordoves, Western Regional President of KBS, went into more detail about the relationship between AECO and SFB Hospitality when signing the lease.

"They are currently a subtenant at AECOM expiring at the end of 2024, so this direct lease commences immediately thereafter and extends all the way through 2030," he said.

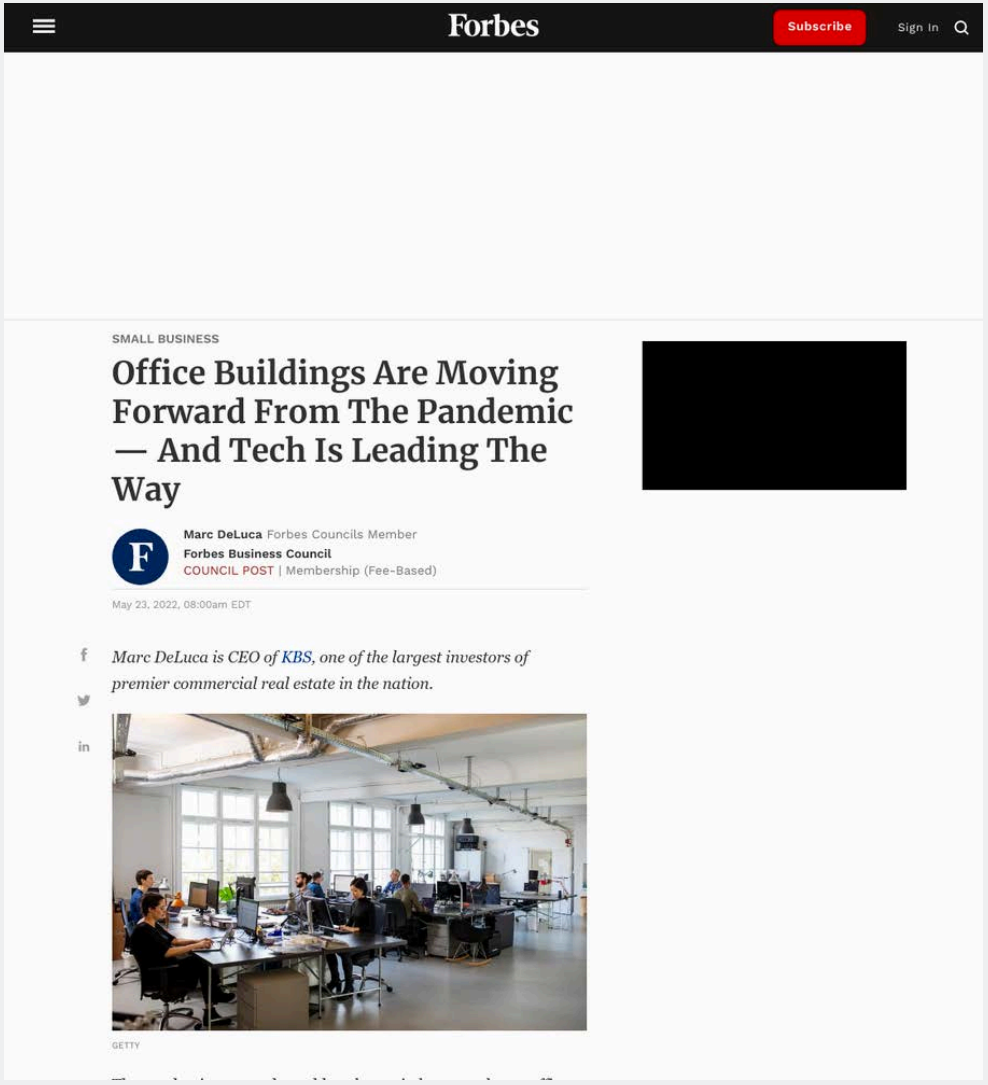
"As Marc had touched on AECOM's end of 2024 lease expiration, SPB's lease now speaks for a considerable portion of that AECOM space and reduces our overall exposure to the AECOM lease expiration from 67 percent of this property all the way down to 46 percent. Between the SPB lease and the previous J. Connor's early extension, those two deals provide meaningful stability to nearly 40 percent of this property and, as a result, making it a much more attractive investment offering to potential buyers in the future."

KBS had 16 properties throughout Texas as of March 2022.

[KBS Capital Markets] — *James Bell*

Forbes

Forbes is a global media company, focusing on business, investing, technology, entrepreneurship, leadership, and lifestyle.



May 24, 2022 ONLINE

Forbes (56-000)

forbes.com/sites/forbesbusinesscouncil/2...

Monthly Visits **11.8M**

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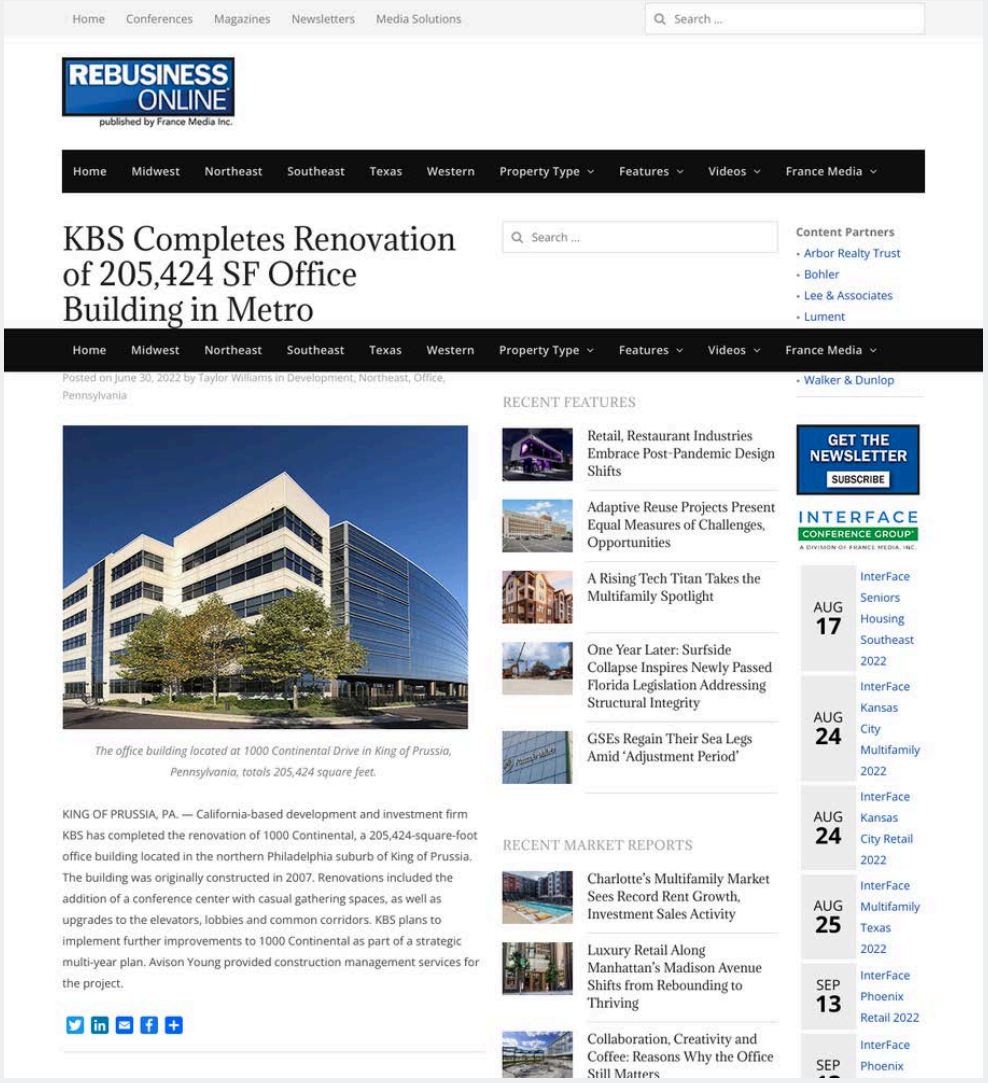

June 30, 2022 ONLINE

REBusiness Online (56-000)

rebusinessonline.com/kbs-completes-ren...

Monthly Visits **5.25K**

Monthly Visits

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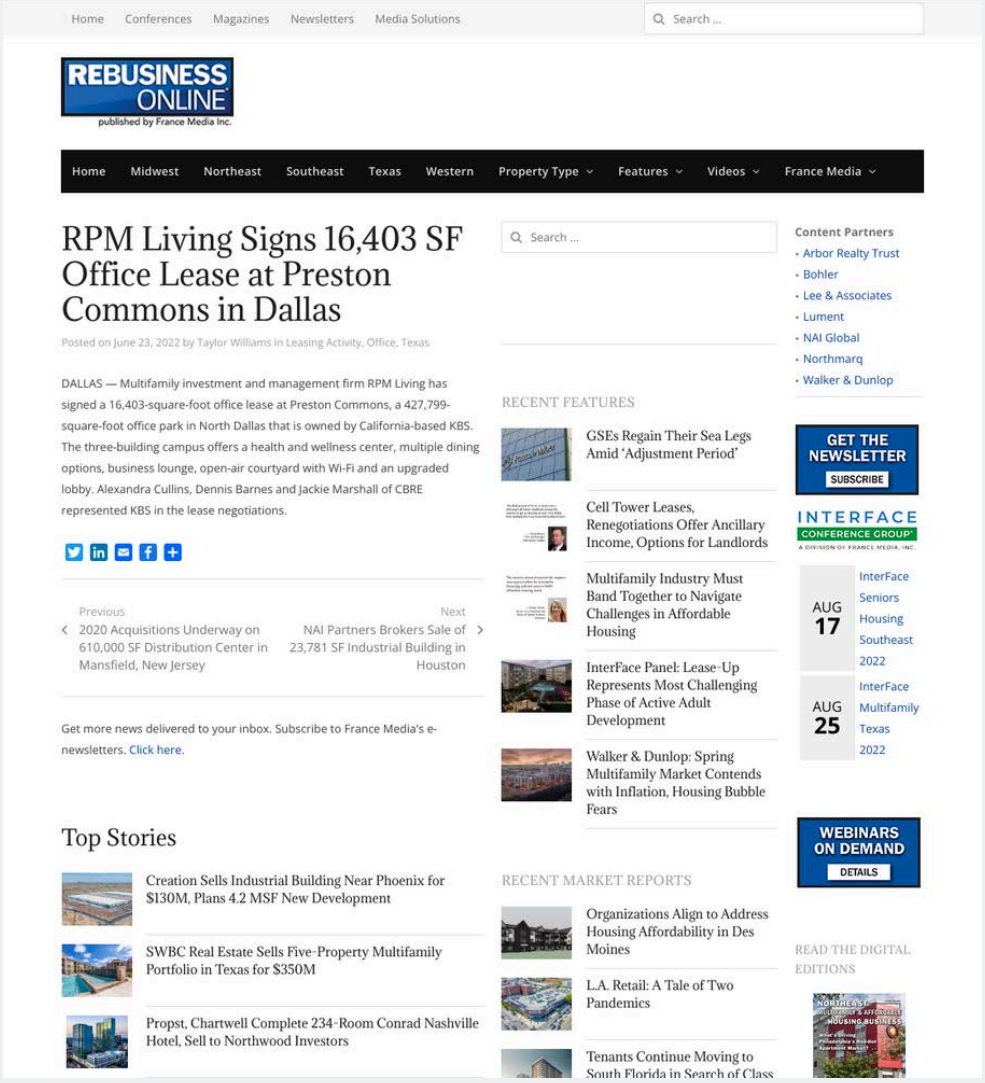


June 23, 2022 ONLINE

REBusiness Online (56-01592)

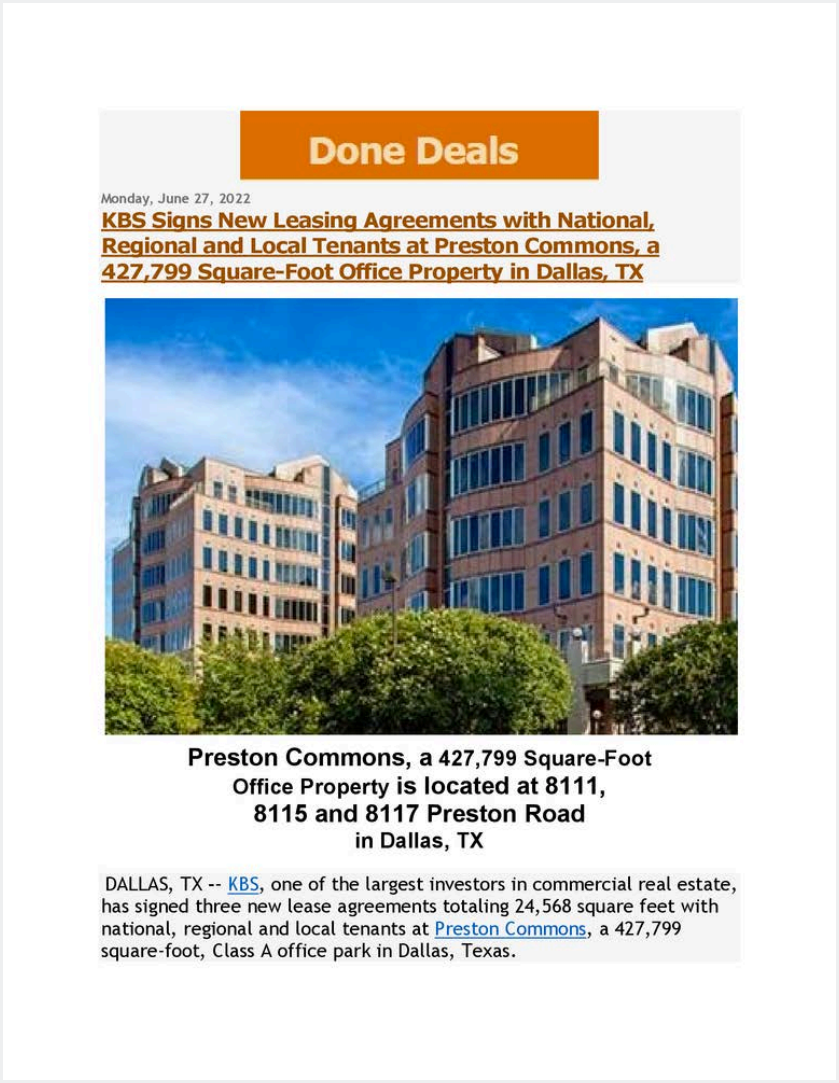
rebusinessonline.com/rpm-living-signs-16...

Monthly Visits **5.25K**

Monthly Visits

Done Deals

Good morning, Friends: This is your Free site to publish daily real estate-related news releases. The releases may be edited for length. Photos in JPEG or GIF format will also...



Done Deals

Monday, June 27, 2022

KBS Signs New Leasing Agreements with National, Regional and Local Tenants at Preston Commons, a 427,799 Square-Foot Office Property in Dallas, TX

Preston Commons, a 427,799 Square-Foot Office Property is located at 8111, 8115 and 8117 Preston Road in Dallas, TX

DALLAS, TX -- KBS, one of the largest investors in commercial real estate, has signed three new lease agreements totaling 24,568 square feet with national, regional and local tenants at Preston Commons, a 427,799 square-foot, Class A office park in Dallas, Texas.

June 27, 2022 ONLINE

Done Deals Blog (56-01592)

alex-donedeals.blogspot.com/2022/06/k...

Monthly Visits **767**

Monthly Visits

Preston Commons is owned by KBS Real Estate Investment Trust III.

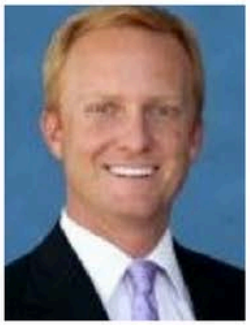
Giovanni (Gio) Cordoves

KBS has signed a 16,403 square-foot lease agreement with national multifamily investment firm RPM Living, a 5,856 square-foot lease agreement with a regional financial institution and a 2,309 square-foot lease agreement with Dallas-based private investment firm Scalar Gauge Fund.

The transactions represent the high caliber of KBS' office properties as well as the increasing strength of the Dallas/Fort Worth market in which Preston Commons is located, according to **Giovanni (Gio) Cordoves**, Western regional president for KBS.

"KBS recognizes the solid job infrastructure of the Dallas/Fort Worth market, making this an attractive area for industry-leading companies to expand," says Cordoves.

"From February 2020 to November 2021, Dallas experienced a job growth rate of 4.1%, placing the area at No. 4 on the jobs list of best-performing markets among the top 50 metro areas."



Brett Merz

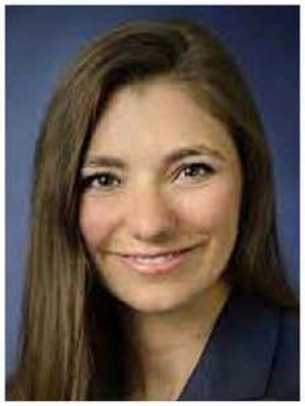
Dallas is on the rise as both a city and county. The population of Dallas County increased by 10.4% since 2010, with a spike of young professionals and families moving to the region over the last two years due to many top companies leaving coastal states for Texas.

In addition, positive net absorption in Dallas' office sector is laying the groundwork for further stabilization throughout 2022.

The new lease agreements at Preston Commons are indicative of the way that the Dallas office market has continued to lead the country in returning to the office, notes Cordoves.

"We have seen that in order to truly collaborate and thrive at peak potential, many companies need a physical space that fosters next-level innovation and teamwork," says Cordoves.

"The signing of these leases at Preston Commons is a testament to this, as well as to the enduring appeal of top-tier office space in the best locations in the country."



Alexandra Cullins

Preston Commons is a three-building office park located in the heart of the prestigious Preston Center submarket.

Dennis Barnes

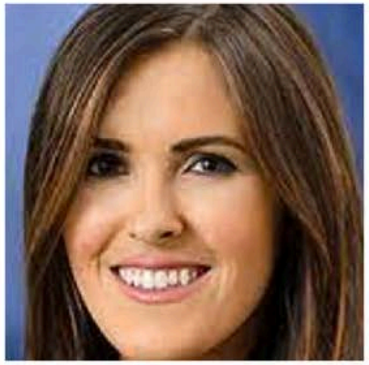
With convenient access to the Dallas North Tollway and US 75, Preston Commons is ideally situated amongst major business hubs, including the

Dallas Central Business District and the growing Plano and Frisco corridors.

The property won the 2015 Office Building of the Year (TOBY) award in the Renovated Building category from the Building Owners and Managers Association (BOMA).

Top-quality on-site amenities include an upgraded lobby, business lounge, open-air courtyard with high-speed WiFi, and outdoor meeting and workspaces.

Alexandra Cullins, Dennis Barnes, and Jackie Marshall of CBRE represented KBS in the lease transaction.



Jackie Marshall

The amenities package also features training rooms, a health and wellness center with fitness equipment, and varied dining options throughout the building including gourmet deli The Commons Counter.

"Preston Commons provides all the key amenities top office users are seeking in the Dallas market," says **Brett Merz**, asset manager for Preston Commons and senior vice president at KBS.

"Also, the asset is located in a high-demand, posh area that provides elegant dining experiences and easy access to entertainment and high-end retail."

Due to its high-end location, Preston Commons is the preferred destination for Dallas/Fort Worth's business elite, Merz adds. The property is within a few blocks of dining and retail establishments including R+D Kitchen, Rock 'n Roll Sushi, SoulCycle, and much more.

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E aescarcega@thesmartagency.com | **W** thesmartagency.com

HQ 220 Newport Center Drive, Suite 22, Newport Beach, CA 92660

Orange County Business Journal

June 28, 2022 ONLINE

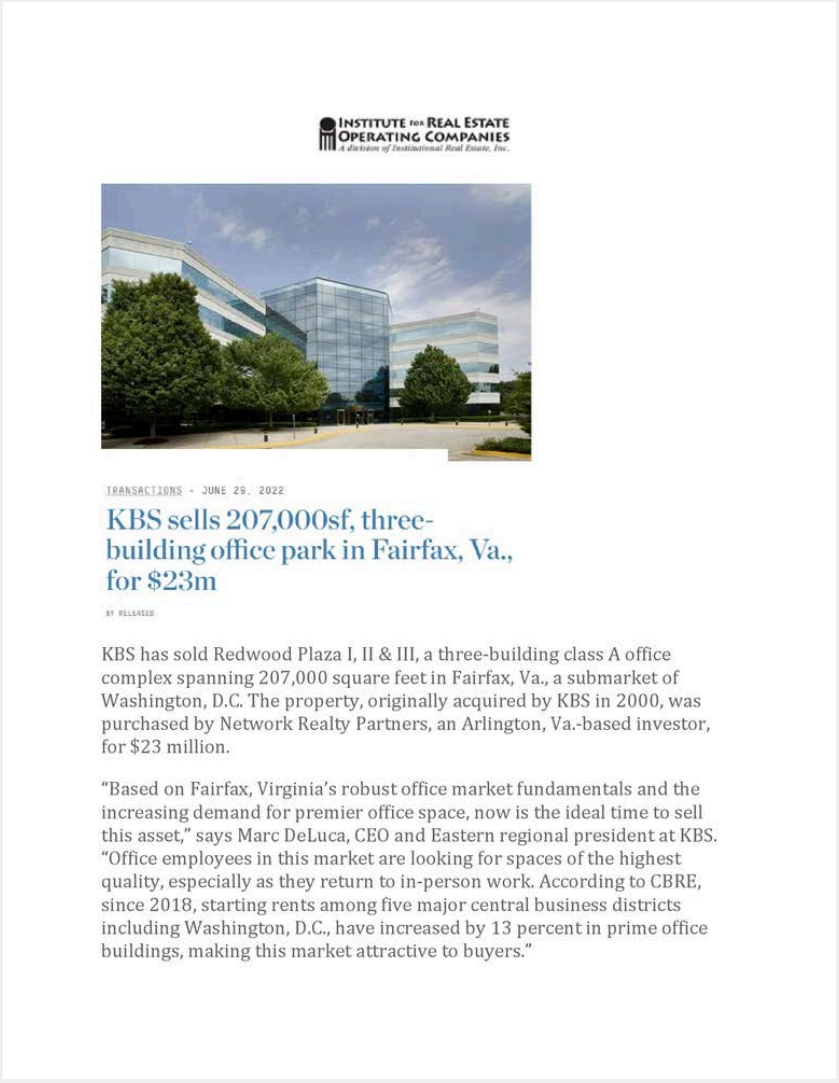
Orange County Business Journal (56-000)

ocbj.com/real-estate/kbs-ceo-eyeing-oc-f...

Monthly Visits **63.2K**

Monthly Visits

Institute for Real Estate Operating Companies



INSTITUTE FOR REAL ESTATE OPERATING COMPANIES
A division of Institutional Real Estate, Inc.

TRANSACTIONS - JUNE 29, 2022

KBS sells 207,000sf, three-building office park in Fairfax, Va., for $23m

BY RELEASED

KBS has sold Redwood Plaza I, II & III, a three-building class A office complex spanning 207,000 square feet in Fairfax, Va., a submarket of Washington, D.C. The property, originally acquired by KBS in 2000, was purchased by Network Realty Partners, an Arlington, Va.-based investor, for $23 million.

"Based on Fairfax, Virginia's robust office market fundamentals and the increasing demand for premier office space, now is the ideal time to sell this asset," says Marc DeLuca, CEO and Eastern regional president at KBS. "Office employees in this market are looking for spaces of the highest quality, especially as they return to in-person work. According to CBRE, since 2018, starting rents among five major central business districts including Washington, D.C., have increased by 13 percent in prime office buildings, making this market attractive to buyers."

June 29, 2022 ONLINE

Institute for Real Estate Operating Companies (56-...

irei.com/news/kbs-sells-207000sf-three-b...

Monthly Visits **53.4K**

Monthly Visits

The asset's location is ideal for commuters across the D.C.-Maryland-Virginia (DMV) area, according to Luke Hamagiwa, asset manager for Redwood Plaza and vice president at KBS.

"Redwood Plaza has been in KBS' client portfolio since 2000 and has generated a steady stream of revenue ever since," said Hamagiwa. "The buyer was attracted to the property's easy access to Washington, D.C., and major airports as well as its proximity to shopping and dining options in the Fairfax market."

Redwood Plaza consists of three class A office buildings: Redwood Plaza I, a five-story building that holds 99,297 total rentable square feet of space; Redwood Plaza II, a three-story building that offers 67,328 total rentable square feet; and Redwood Plaza III, a two-story building containing 40,984 rentable square feet. The three buildings have recently been renovated, bringing an elevated experience to the Redwood Plaza complex. Employees now have access to a new tenant lounge, which features arcade games, shuffleboard, free wifi, craft beer on tap, and a 24-hour, on-demand café. Additional shared amenities for tenants include renovated lobbies, a conference center, catering kitchen, and community pantry and coffee.

Orange County Business Journal

ORANGE COUNTY BUSINESS JOURNAL

Date: Monday, June 27, 2022
Location: IRVINE, CA
Circulation (DMA): 15,435 (2)
Type (Frequency): Magazine (W)
Page: 8
Section: Main
Keyword: KBS Realty Advisors

REAL ESTATE

By Katie Murar | murar@ocbj.com

KBS CEO Eyeing OC for Office Investments

SoCal Market Metrics Strong, Says DeLuca

After selling off its final local asset in 2020, Newport Beach-based **KBS** is considering reentering the Orange County market via strategic office investment opportunities.

"We are tracking 30 markets extremely closely, specifically markets with a strong employee base, good quality of life and school systems," CEO **Marc DeLuca** told the Business Journal. "Orange County is one of those markets."

Marc DeLuca
CEO
KBS

DeLuca took over the CEO role from **Chuck Schreiber** at the start of the year after overseeing the company's Eastern region for the past eight years. Schreiber, who previously served as CEO for 23 years, is now president and chairman of the commercial real estate investor, which in addition to offices invests in industrial, apartments and other property types.

Schreiber is the "S" in KBS; the other two company founders are the late **Don Koll** and **Peter Bren**, the late brother of **Irvine Co.**'s **Donald Bren**. Schreiber has served on the board and executive committee of Irvine Co. since August 2016, according to regulatory filings.

Nashville Push

KBS, one of the country's most active office investors for over a decade via a variety of real estate investment trusts and other vehicles, continues to be on the hunt for acquisitions. In April, it spent $175 million for a 29-story office tower in downtown Nashville, Tenn., a city that's become a hotbed of investment from OC businesses in a variety of industries.

"Downtown Nashville is exploding," DeLuca said.

The firm is investing in amenity upgrades at the 605,000-square-foot **UBS Tower**—like dog parks and outdoor gathering areas—to help lure employees back to the office.

"In the past 60 days we've leased two floors of office space there," DeLuca said.

Across its various investment platforms, KBS owns some 19 million square feet of office space.

Markets

KBS is interested in core plus office opportunities in Orange County, "where assets are coming back at a larger volume than some of our other markets."

Employee occupancy rates are hovering around 70% in markets like OC and San Diego, much higher than the 30% to 35% seen in Northern California markets such as San Francisco, DeLuca notes.

"The metrics in those Southern California markets bodes well for future investment.

"We are always looking into good opportunities to divest properties, while we also look for solid investment opportunities in our markets," DeLuca said.

REIT Sale

KBS marked its portfolio departure from the OC market about a month before the onset of the pandemic.

KBS Growth & Income REIT Inc., one of the firm's nontraded REITs, sold **The Irvine Tech Center**, a 101,161-square-foot office near John Wayne Airport for $25.4 million.

KBS' most recent local buy was in 2018 when it bought the 21-story **City Tower** in Orange for $147 million, among the largest deals of the year.

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June 27, 2022 PRINT

Orange County Business Journal (56-000)

Monthly Visits **15.4K**

Monthly Visits

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Type (Frequency): Magazine (W)
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In 2019, control of the KBS Strategic Opportunity REIT that bought the building was transferred to L.A.-based **Pacific Oak**, a real estate management firm whose executive have ties to KBS. Pacific Oak last year sold City Tower to New York-based investment firm **Opal Holdings** for $150.5 million, one of the top local real estate deals of the year. ■

KBS **KBS**

- **FOUNDED:** 1992
- **CEO:** Marc DeLuca
- **CHAIRMAN:** Charles Schreiber
- **HEADQUARTERS:** Newport Beach
- **BUSINESS:** real estate investor through seven investment trusts
- **NOTABLE:** scouting OC investment opportunities

KBS in April paid $175M for Nashville office tower

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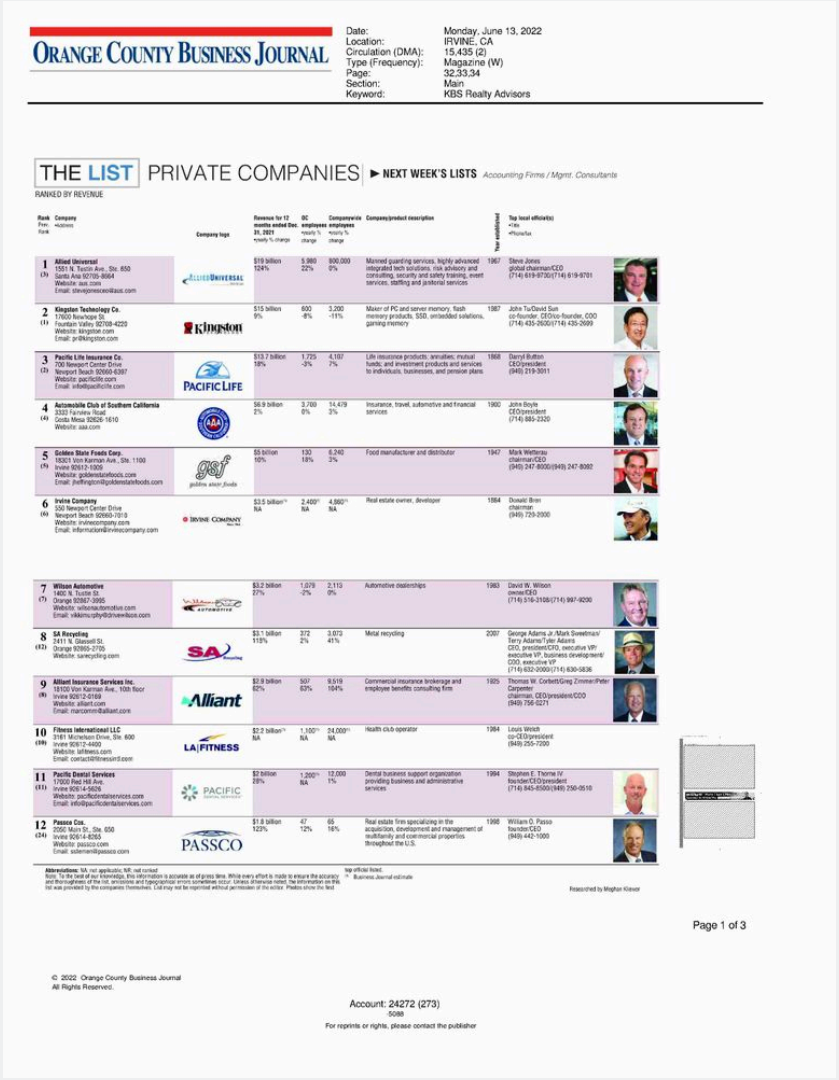
Orange County Business Journal



ORANGE COUNTY BUSINESS JOURNAL

Date: Monday, June 13, 2022
Location: IRVINE, CA
Circulation (DMA): 15,435 (2)
Type (Frequency): Magazine (W)
Page: 32,33,34
Section: Main
Keyword: KBS Realty Advisors

THE LIST PRIVATE COMPANIES ▶ NEXT WEEK'S LISTS *Accounting Firms / Mgmt. Consultants*

RANKED BY REVENUE

Rank Prev. Rank	Company •Address	Company logo	Revenue for 12 months ended Dec. 31, 2021 •Yearly % change	OC employees •Yearly % change	Companywide employees •Yearly % change	Company/product description	Year established	Top local officer(s) •Title •Phone/fax
1 (3)	**Allied Universal** 1551 N. Tustin Ave., Ste. 650 Santa Ana 92705-8664 Website: aus.com Email: stevejonesceo@aus.com	ALLIED UNIVERSAL	$19 billion 124%	5,980 22%	800,000 0%	Manned guarding services, highly advanced integrated tech solutions, risk advisory and consulting, security and safety training, event services, staffing and janitorial services	1967	Steve Jones global chairman/CEO (714) 619-9700/(714) 619-9701
2 (1)	**Kingston Technology Co.** 17600 Newhope St. Fountain Valley 92708-4220 Website: kingston.com Email: pr@kingston.com	Kingston	$15 billion 9%	600 -8%	3,200 -11%	Maker of PC and server memory, flash memory products, SSD, embedded solutions, gaming memory	1987	John Tu/David Sun co-founder, CEO/co-founder, COO (714) 435-2600/(714) 435-2699
3 (2)	**Pacific Life Insurance Co.** 700 Newport Center Drive Newport Beach 92660-6397 Website: pacificlife.com Email: info@pacificlife.com	PACIFIC LIFE	$13.7 billion 18%	1,775 -3%	4,187 7%	Life insurance products; annuities; mutual funds; and investment products and services to individuals, businesses, and pension plans	1868	Darryl Button CEO/president (949) 219-3011
4 (4)	**Automobile Club of Southern California** 3333 Fairview Road Costa Mesa 92626-1610 Website: aaa.com	AAA	$6.9 billion 2%	3,700 6%	14,479 3%	Insurance, travel, automotive and financial services	1900	John Boyle CEO/president (714) 885-2320
5 (5)	**Golden State Foods Corp.** 18301 Von Karman Ave., Ste. 1100 Irvine 92612-1505 Website: goldenstatefoods.com Email: jheffington@goldenstatefoods.com	gsf golden state foods	$5 billion 10%	130 18%	6,240 3%	Food manufacturer and distributor	1947	Mark Wetterau chairman/CEO (949) 247-8000/(949) 247-8082
6 (6)	**Irvine Company** 550 Newport Center Drive Newport Beach 92660-7019 Website: irvinecompany.com Email: information@irvinecompany.com	IRVINE COMPANY	$3.5 billion[1] NA	2,400[2] NA	4,860[2] NA	Real estate owner, developer	1864	Donald Bren chairman (949) 720-2000
7 (7)	**Wilson Automotive** 1400 N. Tustin St. Orange 92867-3995 Website: wilsonautomotive.com Email: vikkimcgilvry@drivewilson.com	Wilson Automotive	$3.2 billion 27%	1,079 -2%	2,113 0%	Automotive dealerships	1963	David W. Wilson owner/CEO (714) 516-2108/(714) 997-9200
8 (12)	**SA Recycling** 5411 N. Glassell St. Orange 92865-3705 Website: sarecycling.com	SA Recycling	$3.1 billion 118%	372 2%	3,073 41%	Metal recycling	2007	George Adams Jr./Mark Sweetman/ Terry Adams/Tyler Adams CEO, president/CFO, executive VP/ executive VP, business development/ COO, executive VP (714) 632-2000/(714) 630-5836
9 (8)	**Alliant Insurance Services Inc.** 18100 Von Karman Ave., 10th floor Irvine 92612-0169 Website: alliant.com Email: marcomm@alliant.com	Alliant	$2.9 billion 62%	507 83%	9,519 184%	Commercial insurance brokerage and employee benefits consulting firm	1925	Thomas W. Corbett/Greg Zimmer/Peter Carpenter chairman, CEO/president/COO (949) 756-0271
10 (10)	**Fitness International LLC** 3161 Michelson Drive, Ste. 600 Irvine 92612-4400 Website: lafitness.com Email: contact@fitnessintl.com	LA FITNESS	$2.3 billion[1] NA	1,100[1] NA	24,000[1] NA	Health club operator	1984	Louis Veitch co-CEO/president (949) 255-7200
11 (11)	**Pacific Dental Services** 17000 Red Hill Ave. Irvine 92614-5626 Website: pacificdentalservices.com Email: info@pacificdentalservices.com	PACIFIC DENTAL SERVICES	$2 billion 28%	1,200[1] NA	12,000 1%	Dental business support organization providing business and administrative services	1994	Stephen E. Thorne IV founder/CEO/president (714) 845-8500/(949) 250-0510
12 (24)	**Passco Cos.** 2050 Main St., Ste. 650 Irvine 92614-8265 Website: passco.com Email: sslerner@passco.com	PASSCO	$1.8 billion 123%	47 12%	65 16%	Real estate firm specializing in the acquisition, development and management of multifamily and commercial properties throughout the U.S.	1998	William O. Passo founder/CEO (949) 442-1000

Abbreviations: NA, not applicable; NR, not ranked

Researched by Meghan Kiewer

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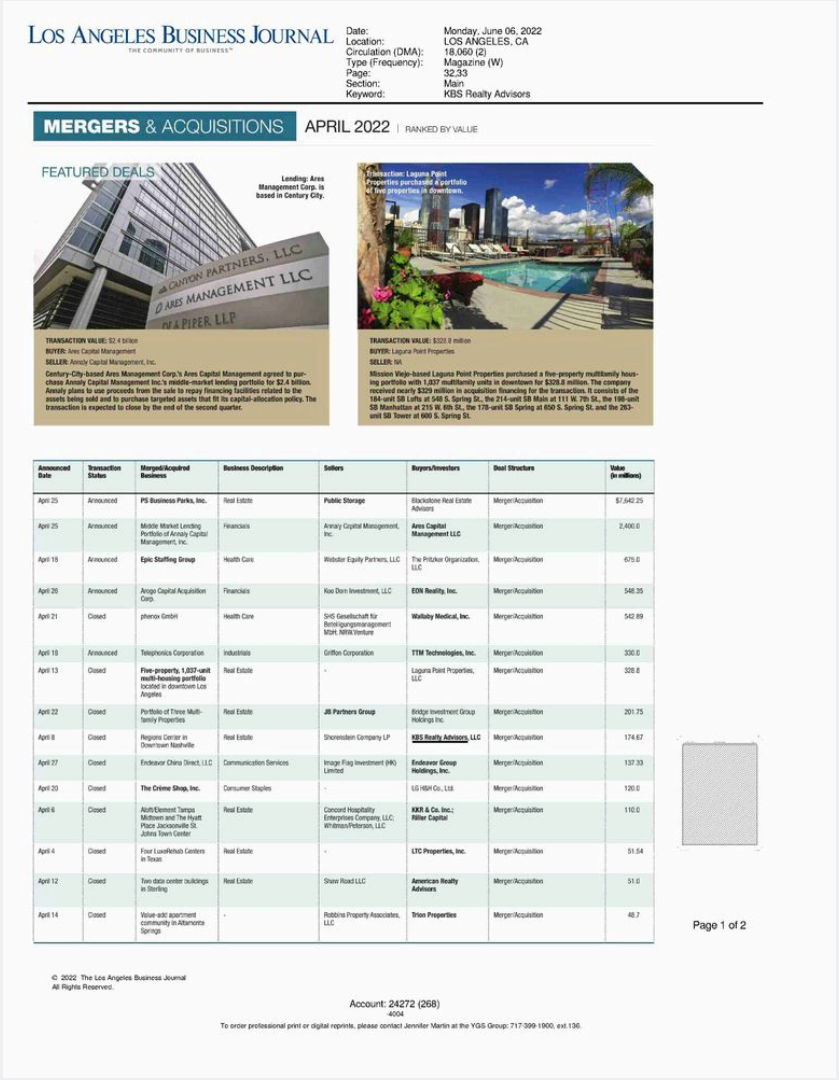
June 13, 2022 PRINT

Orange County Business Journal (56-000)

Monthly Visits **15.4K**

Monthly Visits

Los Angeles Business Journal



LOS ANGELES BUSINESS JOURNAL
THE COMMUNITY OF BUSINESS

Date: Monday, June 06, 2022
Location: LOS ANGELES, CA
Circulation (DMA): 18,060 (2)
Type (Frequency): Magazine (W)
Page: 32,33
Section: Main
Keyword: KBS Realty Advisors

MERGERS & ACQUISITIONS APRIL 2022 | RANKED BY VALUE

FEATURED DEALS

Lending: Ares Management Corp. is based in Century City.

Transaction: Laguna Point Properties purchased a portfolio of five properties in downtown.

TRANSACTION VALUE: $2.4 billion
BUYER: Ares Capital Management
SELLER: Annaly Capital Management, Inc.

Century-City-based Ares Management Corp.'s Ares Capital Management agreed to purchase Annaly Capital Management Inc.'s middle-market lending portfolio for $2.4 billion. Annaly plans to use proceeds from the sale to repay financing facilities related to the assets being sold and to purchase targeted assets that fit its capital-allocation policy. The transaction is expected to close by the end of the second quarter.

TRANSACTION VALUE: $328.8 million
BUYER: Laguna Point Properties
SELLER: NA

Mission Viejo-based Laguna Point Properties purchased a five-property multifamily housing portfolio with 1,037 multifamily units in downtown for $328.8 million. The company received nearly $329 million in acquisition financing for the transaction. It consists of the 184-unit SB Lofts at 548 S. Spring St., the 214-unit SB Main at 111 W. 7th St., the 198-unit SB Manhattan at 215 W. 6th St., the 178-unit SB Spring at 630 S. Spring St. and the 263-unit SB Tower at 600 S. Spring St.

Announced Date	Transaction Status	Merged/Acquired Business	Business Description	Sellers	Buyers/Investors	Deal Structure	Value (in millions)
April 25	Announced	**PS Business Parks, Inc.**	Real Estate	**Public Storage**	Blackstone Real Estate Advisors	Merger/Acquisition	$7,642.25
April 25	Announced	Middle Market Lending Portfolio of Annaly Capital Management, Inc.	Financials	Annaly Capital Management, Inc.	**Ares Capital Management LLC**	Merger/Acquisition	2,400.0
April 18	Announced	**Epic Staffing Group**	Health Care	Webster Equity Partners, LLC	The Pritzker Organization, LLC	Merger/Acquisition	675.0
April 26	Announced	Arogo Capital Acquisition Corp.	Financials	Koo Dorn Investment, LLC	**EON Reality, Inc.**	Merger/Acquisition	548.35
April 21	Closed	phenox GmbH	Health Care	SHS Gesellschaft für Beteiligungsmanagement MbH; NRW.Venture	**Wallaby Medical, Inc.**	Merger/Acquisition	542.89
April 18	Announced	Telephonics Corporation	Industrials	Griffon Corporation	**TTM Technologies, Inc.**	Merger/Acquisition	330.0
April 13	Closed	**Five-property, 1,037-unit multi-housing portfolio** located in downtown Los Angeles	Real Estate	-	Laguna Point Properties, LLC	Merger/Acquisition	328.8
April 22	Closed	Portfolio of Three Multi-family Properties	Real Estate	**JB Partners Group**	Bridge Investment Group Holdings Inc	Merger/Acquisition	201.75
April 8	Closed	Regions Center in Downtown Nashville	Real Estate	Shorenstein Company LP	**KBS Realty Advisors, LLC**	Merger/Acquisition	174.67
April 27	Closed	Endeavor China Direct, LLC	Communication Services	Image Frag Investment (HK) Limited	**Endeavor Group Holdings, Inc.**	Merger/Acquisition	137.33
April 20	Closed	**The Crème Shop, Inc.**	Consumer Staples	-	LG H&H Co., Ltd.	Merger/Acquisition	120.0
April 6	Closed	Aloft/Element Tampa Midtown and The Hyatt Place Jacksonville St. Johns Town Center	Real Estate	Concord Hospitality Enterprises Company, LLC; Whitmore/Peterson, LLC	**KKR & Co. Inc.; Riller Capital**	Merger/Acquisition	110.0
April 4	Closed	Four LuxeRehab Centers in Texas	Real Estate	-	**LTC Properties, Inc.**	Merger/Acquisition	51.54
April 12	Closed	Two data center buildings in Sterling	Real Estate	Shaw Road LLC	**American Realty Advisors**	Merger/Acquisition	51.0
April 14	Closed	Value-add apartment community in Altamonte Springs	-	Robbins Property Associates, LLC	**Trion Properties**	Merger/Acquisition	48.7

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Architects, Brokers Bet Big on Healthcare Design

H. Hendy Ups Wellness Studio; C&W Buys in La Palma

BY KATIE MURAR

JULY 12, 2022

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H. Hendy led the revamp of Easterseals' 40K-SF space in Irvine

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THE REAL DEAL
CHICAGO REAL ESTATE NEWS

Chicago's Spec Office Suite Market Matures

therealdeal.com · by Sam Lounsberry · July 15, 2022

From left: A photo illustration of 515 North State Street and Accenture Tower (LoopNet, FiveOneFive, iStock)

As tenants lose interest in unfinished offices amid soaring construction costs and delays, demand for spec suites — offices designed, built and furnished by landlords on a hunch they'll be appealing enough to lease — is exploding.

It's a big shift from the pre-Covid market. When downtown Chicago office brokers Melissa Rubenstein and Anna Panici started showing spec suites in 2015, the idea was similar to a model home.

July 15, 2022 PRINT

The Real Deal Chicago Real Estate News (56-02094)

therealdeal.com/chicago/2022/07/15/spe...

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JLL's Managing Director Melissa Rubenstein (LinkedIn/Melissa Rubenstein)

"They were meant to show the tenant what could be done in the building, what the frames and finishes and palettes looked like, so they could take the building's specs and build something out themselves," JLL's Rubenstein told *The Real Deal*.

Spec offices are no longer showrooms. Instead, landlords are building dozens of them throughout buildings in order to make it easier for tenants to quickly move in.

"All of our clients are actively in the spec suite game," Rubenstein said. "They didn't used to be as elaborate and ready to go as they are today."

She and Panici have leased about 85,000 square feet of spec offices this year across downtown buildings whose landlords they represent, including the Beacon Capital Partners and Ivanhoe Cambridge-owned 515 North State Street, where the firm RealtyAds just snagged a spot.

"So many prospects don't want to deal with the whole planning process," said Chicago broker Wendy Katz of Stream Realty.

Stream Realty's EVP Wendy Katz (Stream Realty)

Her firm leased 150,000 square feet of spec suites in the past three years, including several deals at her client KBS' West Loop property, Accenture Tower. Stream has deals for another 70,000 square feet of spec suites that were just slightly tweaked by tenant requests, she said, and more are under construction.

"We usually build out a handful at a time, different square footages, slightly different layouts," she said.

As office demand remains muted in general by the pandemic, landlords across the entire Chicago market, from downtown towers to single-story suburban offices, are pouring cash into building more spec suites. Some kicked off interior construction plans just before the health crisis, and a host of real estate market factors fueled by Covid has accelerated the spec frenzy.

Landlords say having a completed product to show prospective tenants helps convince them that perks that are being added to older buildings and ever more luxurious ones in new developments are worth the cost of a lease and preferable to fully remote work schedules. Building owners also find rolling out spec suites helps control their costs.

"It's costing our clients less than it would to give tenants an improvement allowance," JLL's Panici said.

Spec suites have also grown in size, from a maximum of about 5,000 square feet three to five years ago to 10 times that size in some properties.

"Now we're getting calls from brokers all the time asking if there are 15,000 to 25,000 square feet of existing conditions or spec suites ready to go," Katz said.

Landlords working to turn around struggling suburban offices are relying on spec suites, too. Vancouver, Canada-based Adventus is refilling several buildings in its suburban office portfolio of 3 million square feet and has completed two dozen rent-ready suites, some 90 percent of which are leased or in negotiations, the company told *The Real Deal*.

Even once-overlooked single-story office buildings are getting interest due to spec suite programs.

ONE STORY LLC owner Jonathan Berger (LinkedIn/Jonathan Berger)

Jonathan Berger, who spent $9 million in 2018 to buy a single-story, multi-tenant office building near O'Hare airport and put another $2 million into renovations and amenities, has taken the property to 90 percent full from 50 percent and increased gross rents to $27 per square foot annually from $18. Each suite has its own entrance to make the property less prone to Covid transmission than towers with common areas and shared elevators, he said.

"The other huge advantage is I'm saving $10 to $20 a square foot by not getting the tenant involved in construction," Berger said. "The spaces that tenants are involved in designing cost probably about 20 percent more."

Granted, Chicago's downtown sublease market, which has swelled to a record 6.3 million square feet, poses a direct challenge to spec suites. Because they're being offered by former tenants, subleases usually rent at a discount, making the secondary market attractive to firms that want a low-cost option and perhaps a short-term commitment to a space ready for an immediate move-in.

"Subleases, absolutely we compete with those," Katz said.

Yet spec suites offer more flexible terms than the traditional 10-year minimum. Katz said KBS wants a minimum of five-year spec suite leases at Accenture in most cases, while other landlords have allowed three years and Berger even offers one-year leases, with a rate hike for renewals.

"I will do one-, two- and three-year deals, and I find my tenants tend to be sticky," Berger said.

The pandemic-induced shift in office designs – more gathering areas than private office space, fewer desks for individual work that's increasingly remote — also dampens sublease demand compared to spec suites.

"These subleases in many cases need a lot of work," Katz said.

The rise of the spec suite has also added new duties for the brokers representing landlords, who now play a more direct role in shaping a building's finishes, just as the layouts of offices are shifting.

"Anna and my job as leasing agents has completely evolved during Covid," Rubenstein said. "Now we have to wear an architect hat, an interior designer hat and we have to nail it, we have to get it right."

therealdeal.com · by Sam Lounsberry · July 15, 2022

Orange County Business Journal

ORANGE COUNTY BUSINESS JOURNAL

Date: Monday, July 11, 2022
Location: IRVINE, CA
Circulation (DMA): 15,435 (2)
Type (Frequency): Magazine (W)
Page: 17,19
Section: Main
Keyword: KBS Realty Advisors

Architects, Brokers Bet Big on Healthcare Design

H. Hendy Ups Wellness Studio; C&W Buys in La Palma

By KATIE MURAR

The pandemic has brought about a surge in demand for facilities that emphasize healthcare and wellness, prompting one local design firm to increase its offerings within those segments.

Newport Beach-based **H. Hendy Associates** has expanded its healthcare and wellness studio for clients in and outside of Orange County.

Veteran healthcare interior architect **Kong Nguyen** has been tapped to head the studio, which currently includes about six H. Hendy employees. That headcount is expected to grow to 10 to 15 employees in the future.

Kong Nguyen
Director
H. Hendy Associates

"We've always had a healthcare component to our business with talented designers, so our goal is to improve upon that success with more of a focus within the sector as we see increased demand across the board," Nguyen told the Business Journal.

Recently completed projects for the studio include a renovation of **Easterseals Southern California**'s 40,000-square-foot disability services center in Irvine and a revamp of **Metagenics Inc.**'s headquarters in Aliso Viejo.

"Clients are looking for new and improved spaces for both their patients and employees," Nguyen said.

Healthy Demand

Wellness isn't just top of mind for healthcare clients, with many employers looking to invest in healthier and lifestyle-focused spaces as the workforce returns.

"Property owners and managers have been incorporating health and wellness features into buildings for years, but COVID-19 has helped accelerate this trend and brought positive changes to the industry," Newport Beach-based real estate investor **KBS** said in a blog post.

Nearly 90% of real estate owners and investors have seen increased demand for healthy buildings over the past two years, according to a global survey by the **United Nations Environment Program Finance Initiative**, the **Center for Active Design** and global real estate investment management adviser **Bentall-GreenOak**.

These healthier spaces include increased use of natural daylight and materials such as wood and stone; furniture like standing or treadmill desks; and different color schemes that have shown to reduce stress and increase productivity.

"It's anything from air filtration to modern infrastructure to a more flexible layout that gets away from rigid design, and improves the experience for employees and patients," Nguyen said.

Renovations Top of Mind

As the construction industry faces ongoing supply chain issues and inflation concerns, companies are choosing to renovate their spaces rather than build new ones, Nguyen notes.

"Clients want lower construction costs and a faster project timeline to avoid cost uncertainties," Nguyen said.

These clients include top healthcare employers **Hoag Memorial Hospital Presbyterian**, **City of Hope Orange County**, **Kaiser** and **Providence**, as well as smaller, independent doctor offices.

Healthcare 19

"Everyone is looking to renovate their spaces to promote wellness and healing," Nguyen said. "That demand is not slowing down."

Active Development Sector

The healthcare sector has outperformed much of the commercial real estate industry over the past two years, with notable transaction volume and development projects in the works locally.

The largest healthcare project underway locally is the $1.3 billion **UCI Health-Irvine** medical complex on a 25-acre site on the north end of the **University of California, Irvine** campus.

The complex along Jamboree Road, will include a 144-bed, 350,000-square-foot acute care hospital with an emergency room that will open in 2025, along with the **Joe**

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July 11, 2022 PRINT

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ORANGE COUNTY BUSINESS JOURNAL

Date: Monday, July 11, 2022
Location: IRVINE, CA
Circulation (DMA): 15,435 (2)
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C. Wen & Family Center for Advanced Care with primary and specialty health services, a Center for Children's Health, and the **Chao Family Comprehensive Cancer Center and Ambulatory Care** building.

Elsewhere in the city at the **Great Park Neighborhoods**, City of Hope Orange County plans to unveil its new outpatient center for cancer research later this month.

The 190,000-square-foot **Lennar Foundation Cancer Center** will serve as City of Hope Orange County's primary building for research and clinical trials.

Along with the Lennar-backed medical office facility, City of Hope is in the early stages of building a nearby 170,000-square-foot cancer hospital, the first of its type in Orange County. That stand-alone facility is expected to open in 2025.

About 3 miles away from City of Hope's project, Hoag is planning to add numerous new facilities on its **Hoag Hospital Irvine** campus, which opened in 2010.

C&W Acquisition

One of Orange County's top property managers and commercial brokerages is getting in on the healthcare design market.

The Irvine office of **Cushman & Wakefield** announced last month it is expanding its healthcare project management services after acquiring La Palma-based **Petra Integrated Construction Strategies LLC**.

Cushman is adding an eight-member project management team and certain assets through its purchase of Petra, which designs, develops and manages healthcare facilities, predominately in California. Local clinics in Petra's portfolio include **St. Joseph Health** locations in Irvine and Orange.

"This team from Petra has a unique 'patient care focus' within complex acute care and outpatient environments across both large and small healthcare systems," said **Brian Ungles**, president of project and development services for the Americas at Cushman & Wakefield. ■

H. Hendy Associates

Hendy

- **FOUNDED:** 1980
- **HEADQUARTERS:** Newport Beach
- **MANAGING PRINCIPAL:** Heidi Hendy
- **BUSINESS:** commercial design and architecture firm
- **OC EMPLOYEES:** 42
- **OC BILLINGS:** $12B
- **NOTABLE:** Kong Nguyen tapped to lead healthcare studio expansion as industry booms locally

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H. Hendy led the revamp of Easterseals' 40K-SF space in Irvine

New Easterseals office combines corporate operations with its autism therapy services

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RESEARCH - AUGUST 10, 2022

As good as it gets: Global real estate industry, investment managers record impressive growth

BY LARRY GRAY

Despite the continuing adverse effects of the coronavirus pandemic on societies and economies around the world, the institutional real estate asset class and industry continued to record impressive performance and growth in 2021. In fact, the global real estate industry grew by a phenomenal 22 percent year-over-year, according to the findings of *Global Investment Managers 2022*, the results of the annual survey sponsored by Property Funds Research and Institutional Real Estate, Inc. The survey received responses from 228 investment managers that represent total global real estate assets under management of $5.68 trillion (based on 2021 AUM figures), a substantial increase from last year's survey total of $4.65 trillion (based on 212 survey respondents).

August 10, 2022 ONLINE

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Investors have flocked to the asset class, attracted by its stability and performance in the face of socioeconomic uncertainty and financial market volatility. In 2021, investment managers raised a record $156 billion for private equity closed-end funds that closed during the year, according to the IREI.Q database. In addition to the strong flow of new capital, some sectors and regions enjoyed healthy fundamentals and appreciation. In the United States, for example, the NCREIF Property Index posted a one-year total return of 17.7 percent, which included 13.0 percent from appreciation.

"2021 was certainly a strong year for institutional real estate as many economies around the world opened up after pandemic-related shutdowns," says Geoffrey Dohrmann, chairman and CEO of Institutional Real Estate, Inc. "We saw record capital formation and transaction activity last year, and investment managers have prospered from the asset class's recent performance. However, a number of challenges have emerged recently – rising interest rates, rampant inflation and the Russia-Ukraine conflict – all of which will have implications for investors and investment markets."

In this year's survey, 12 firms reported AUM greater than $100 billion; five years ago, there were only three – Blackstone, Brookfield and PGIM. Reflective of the industry's growth spurt, 13 of the top 20 firms recorded double-digit growth during 2021.

"The real estate market is currently challenged by several headwinds," says Jane Fear, managing director at Property Funds Research. "Despite this, the current consensus is that a global recession remains an unlikely event. However, this volatile and uncertain environment will likely result in some investors adopting a wait-and-see stance where opportunities are reassessed and risk repriced. On the other hand, as real estate has acquired the status it deserves as a main asset class, we do not expect allocations to suffer. On balance, we would expect the fund management industry to continue to grow but at a lower rate than in the past. Some further manager consolidation could also happen as large and small niche managers seem to do better than mid-size ones."

To read the entire report, click here.

August 10, 2022 PRINT

Institutional Real Estate, Inc. (56-000)

Monthly Visits **31.9K**

Monthly Visits

Total gross value of real estate assets under management (US$ million, as of Dec. 31, 2021)							
Rank	Investment manager	Total	North America	Europe	Latin America	Asia	Australasia
120	InvestRE	7,942.64	—	7,942.64	—	—	—
121	ElmTree Funds	7,871.00	7,871.00	—	—	—	—
122	PAG Investment Management	7,849.00	—	—	—	7,336.00	513.00
123	National Real Estate Advisors	7,643.00	7,643.30	—	—	—	—
124	First Washington Realty	7,581.00	7,581.00	—	—	—	—
125	Landmark Properties, an Ares Co.	7,530.90	—	—	—	—	—
126	Madison International Realty	7,479.00	3,799.70	3,675.00	—	—	47.06
127	SC Capital Partners	7,247.00	—	—	—	7,247.00	—
128	Artemis Real Estate Partners	7,150.00	7,150.00	—	—	—	—
129	Prima Capital Advisors	7,000.00	7,000.00	—	—	—	—
130	KBS	6,867.00	6,867.00	—	—	—	—
131	Intermediate Capital Group	6,722.54	—	6,722.54	—	—	—
132	Azora	6,664.54	1,337.23	5,327.31	—	—	—
133	Canyon Partners Real Estate	6,547.00	6,547.00	—	—	—	—
134	Neuberger Berman Group	6,509.40	5,816.50	185.70	—	—	7.80
135	Unite Integrated Solutions	6,342.45	—	6,342.45	—	—	—
136	Gem Realty Capital	6,178.00	6,178.00	—	—	—	—
137	Diamond Realty Management	6,102.62	449.99	—	—	5,652.63	—
138	CrossHarbor Capital Partners	6,100.00	6,100.00	—	—	—	—
139	Equus Capital Partners	6,037.00	6,037.00	—	—	—	—
140	Dermody Properties	6,000.00	6,000.00	—	—	—	—
141	Fiera Real Estate Investments	5,955.28	4,857.18	1,098.11	—	—	—
142	3650 REIT	5,827.00	5,827.00	—	—	—	—
143	M3 Capital Partners	5,700.00	2,500.00	2,125.00	775.00	300.00	—
144	Torchlight Investors	5,690.00	5,690.00	—	—	—	—
145	M7 Real Estate	5,559.96	—	5,559.96	—	—	—
146	Orchard Street Investment Manager	5,316.72	—	5,316.72	—	—	—
147	Domain Capital Group	4,773.00	4,773.00	—	—	—	—
148	Sculptor Real Estate Advisors	4,604.60	3,353.40	1,251.20	—	—	—
149	GTIS Partners	4,341.00	2,878.00	—	1,463.00	—	—
150	CA Student Living	4,301.00	4,301.00	—	—	—	—

Discretionary separate account mandates by investor domicile (gross, US$ million, as of Dec. 31, 2021)									
Rank	Investment manager	Total	North America	Europe	Latin America	Asia	Australasia	Middle East	Number of mandates
57	Canyon Partners Real Estate	2,188.00	2,188.00	—	—	—	—	—	6
58	Savills Investment Management	2,025.18	—	2,025.18	—	—	—	—	20
59	EG Funds Management	1,935.73	—	—	—	1,935.73	—	—	6
60	Starwood Capital Group	1,728.70	774.90	953.80	—	—	—	—	3
61	KBS	1,691.00	—	—	—	—	—	1,691.00	1
62	Sentinel Real Estate Co.	1,675.00	1,675.00	—	—	—	—	—	1
63	QIC	1,644.32	1,406.19	—	—	—	238.13	—	2
64	Angelo, Gordon & Co.	1,614.00	1,264.00	—	—	350.00	—	—	7
65	Harrison Street	1,555.50	1,555.50	—	—	—	—	—	4
66	Tishman Speyer Properties	1,543.90	156.10	77.70	—	1,220.80	—	89.40	5
67	PAG Investment Management	1,450.00	73.00	533.00	—	844.00	—	—	3
68	J.P. Morgan Asset Management	1,408.00	1,065.00	—	—	343.00	—	—	3
69	The Resmark Companies	1,386.00	1,386.00	—	—	—	—	—	3
70	Madison Realty Capital	1,258.00	1,258.00	—	—	—	—	—	2
71	M7 Real Estate	1,155.98	661.22	469.28	—	13.53	—	12.17	7
72	American Realty Advisors	1,123.09	893.79	229.30	—	—	—	—	10
73	Phoenix Property Investors	1,086.90	—	—	—	1,086.90	—	—	3
74	EQT Exeter	1,023.00	186.00	—	—	749.00	—	88.00	8
75	3650 REIT	949.50	692.80	—	—	—	—	256.80	3
76	USAA Real Estate	932.00	932.00	—	—	—	—	—	1
77	Diamond Realty Management	870.87	24.36	—	—	846.51	—	—	3
78	Hazelview Investments	865.57	523.77	341.80	—	—	—	—	14
79	Neuberger Berman Group	863.00	741.00	—	—	122.00	—	—	69
80	Berkeley Partners Management	795.69	795.69	—	—	—	—	—	1
81	Edmond de Rothschild Real Estate Investment Management	785.74	—	785.74	—	—	—	—	3
82	Bristol Group	765.70	765.70	—	—	—	—	—	1
83	Bridge Investment Group	729.00	237.50	—	—	26.80	—	464.70	5
84	The GPT Group	726.90	—	—	—	—	726.90	—	1
85	Deka Immobilien Investment	659.52	—	659.52	—	—	—	—	4
86	Rockpoint Group	561.50	—	—	—	561.50	—	—	1

	Advisory separate accounts by investor domicile (gross, US$ million, as of Dec. 31, 2021)								
Rank	Investment manager	Total	North America	Europe	Latin America	Asia	Australasia	Middle East	Number of mandates
118	Hearthstone Investments	40.60	—	40.60	—	—	—	—	1
119	Sumner Capital	36.35	—	—	—	—	36.35	—	2
120	KBS	13.00	13.00	—	—	—	—	—	1

End notes

Realterm
As at March 31, 2022

Value and number of vehicles under management (gross, US$ million, as of Dec. 31, 2021)			
Rank	Investment manager	Total GAV	Total vehicles
88	First Washington Realty	7,581.00	175
89	Carroll Organization	7,347.00	5
90	USAA Real Estate	7,321.04	43
91	Columbia Threadneedle Investments	7,307.28	11
92	SC Capital Partners	7,258.00	7
93	Madison Realty Capital	7,191.10	7
94	HIH Invest Real Estate	6,863.54	25
95	Manulife Investment Management	6,858.20	5
96	Rockwood Capital	6,724.40	6
97	Amherst Group	6,714.00	5
98	National Real Estate Advisors	6,548.68	3
99	KGAL Investment Management	6,493.08	58
100	PAG Investment Management	6,399.00	4
101	Unite Integrated Solutions	6,341.10	2
102	FPA Multifamily	6,311.00	5
103	Mesa West Capital	6,052.70	3
104	CrossHarbor Capital Partners	6,038.00	15
105	3650 REIT	5,827.50	5
106	Torchlight Investors	5,626.00	4
107	Amvest REIM	5,470.59	2
108	Beacon Capital Partners	5,443.80	3
109	Royal London Asset Management	5,157.05	2
110	KBS	5,119.00	4
111	Fiera Real Estate Investments	4,912.96	11
112	Artemis Real Estate Partners	4,833.00	7
113	Domain Capital Group	4,772.10	25
114	CenterSquare Investment Management	4,650.00	28
115	Madison International Realty	4,624.70	8
116	WNC & Associates	4,550.00	61
117	Diamond Realty Management	4,477.02	17
118	Canyon Partners Real Estate	4,359.00	13

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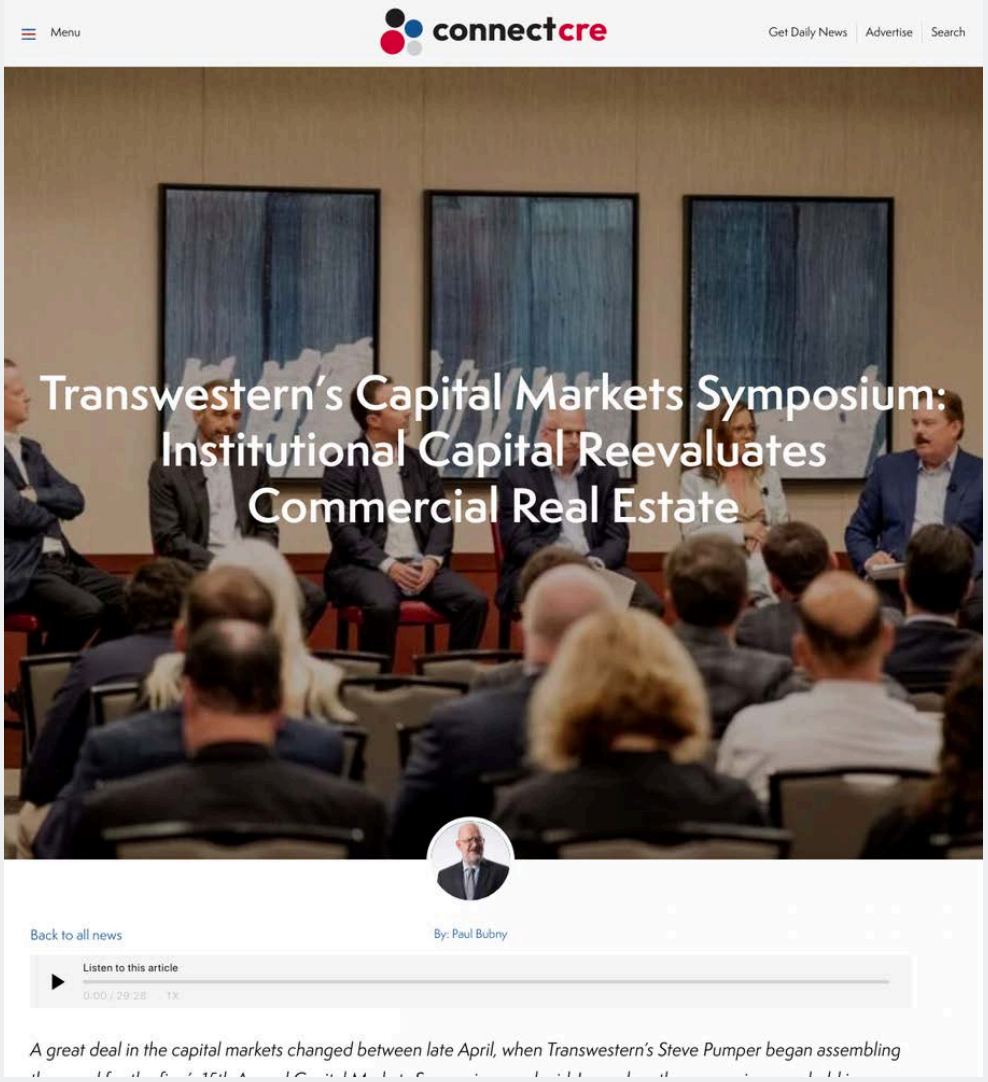

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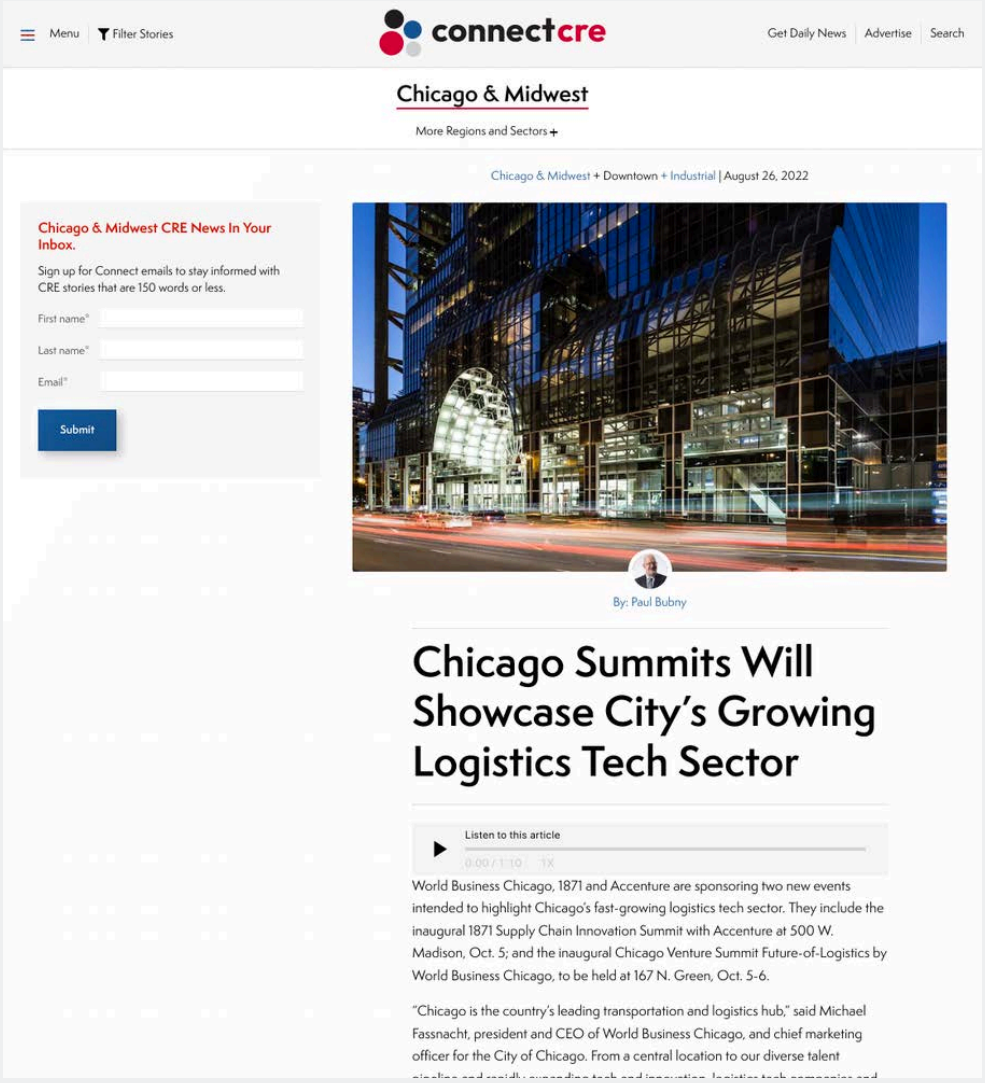

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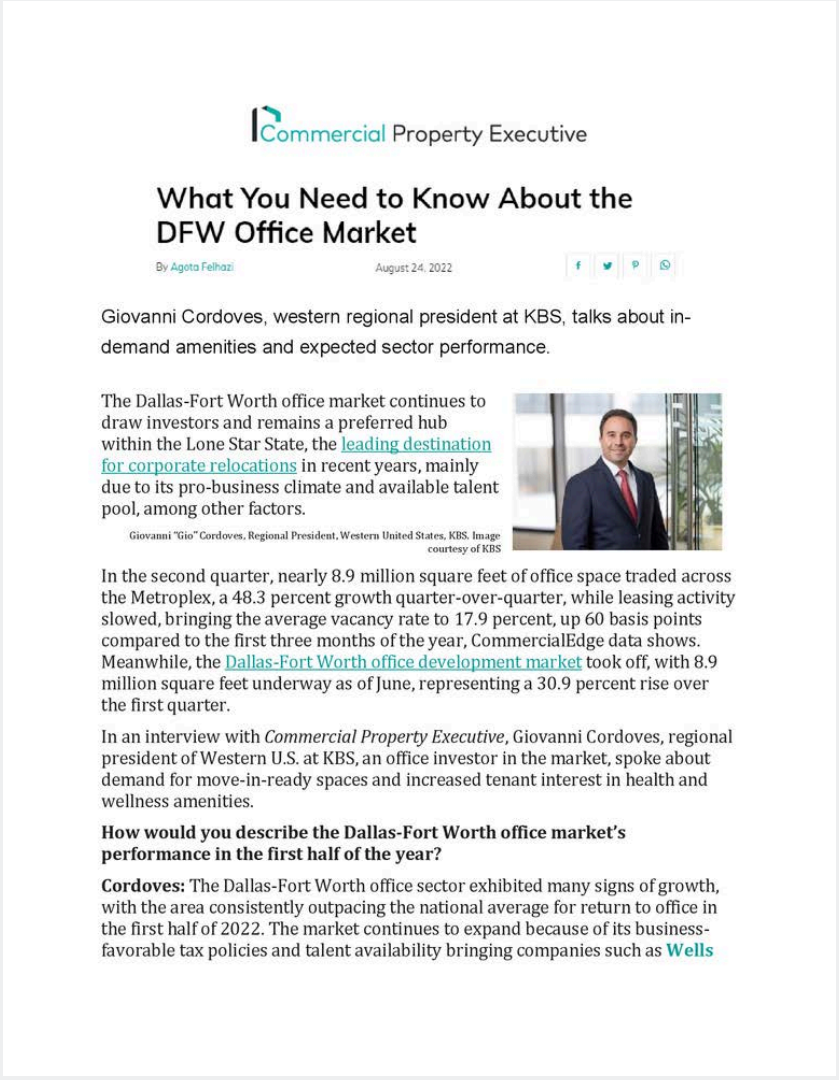

Commercial Property Executive

What You Need to Know About the DFW Office Market

By Agota Felhazi August 24, 2022

Giovanni Cordoves, western regional president at KBS, talks about in-demand amenities and expected sector performance.

The Dallas-Fort Worth office market continues to draw investors and remains a preferred hub within the Lone Star State, the leading destination for corporate relocations in recent years, mainly due to its pro-business climate and available talent pool, among other factors.

Giovanni "Gio" Cordoves, Regional President, Western United States, KBS. Image courtesy of KBS

In the second quarter, nearly 8.9 million square feet of office space traded across the Metroplex, a 48.3 percent growth quarter-over-quarter, while leasing activity slowed, bringing the average vacancy rate to 17.9 percent, up 60 basis points compared to the first three months of the year, CommercialEdge data shows. Meanwhile, the Dallas-Fort Worth office development market took off, with 8.9 million square feet underway as of June, representing a 30.9 percent rise over the first quarter.

In an interview with *Commercial Property Executive*, Giovanni Cordoves, regional president of Western U.S. at KBS, an office investor in the market, spoke about demand for move-in-ready spaces and increased tenant interest in health and wellness amenities.

How would you describe the Dallas-Fort Worth office market's performance in the first half of the year?

Cordoves: The Dallas-Fort Worth office sector exhibited many signs of growth, with the area consistently outpacing the national average for return to office in the first half of 2022. The market continues to expand because of its business-favorable tax policies and talent availability bringing companies such as **Wells**

August 24, 2022 ONLINE

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Fargo, who announced the development of a new regional campus with 800,000 square feet of office space, and **Caterpillar** announcing that they are moving their global headquarters into the area, and many more. Moves and expansions like these have become common in Dallas-Fort Worth and are expected to continue for the foreseeable future.

Retail and restaurant sector recovery this year is also benefitting the Dallas office market. In fact, the market saw strong retail leasing activity among furnishing and home improvement tenants. While restaurants were hit particularly hard during the pandemic, this sector is likely to recover as more and more restaurants are slated to open up this year.

Please expand on the leasing activity you are currently seeing in the metro.

Cordoves: Last year, Texas was ranked number one for growth as East and West Coast residents alike were attracted to the region's low cost of living and abundant employment opportunities. This growth has created a need for spacious offices that can accommodate larger companies because many of the available jobs are office-intensive, thus adding to demand.

According to CBRE, Dallas-Fort Worth saw an average rent increase of 6.7 percent for well-amenitized office space, as the lower cost of living is helping to propel office leasing in the area. For example, we recently signed multiple leases at Preston Commons, a three-building office park located in the heart of the prestigious Preston Center submarket bringing the building up to more than 95 percent leased. The flight to quality in Dallas-Fort Worth is seeing a demand in particular for Class A office properties, which is what we own and why we continue to invest in our properties in the area.

What type of challenges are office investors and owners facing in the Metroplex?

Cordoves: The call for new and/or renovated office space is outpacing available supply in Dallas-Fort Worth. Rising construction costs and persistent supply chain issues are challenging developers to complete projects that can accommodate firms looking to expand in the area. As a result, companies are increasingly seeking move-in-ready spaces that provide exceptional amenities and management services. KBS took advantage of office downtime during the pandemic to accelerate its state-of-the-art spec suite program across much of our Dallas portfolio. This program offers turnkey spaces to meet tenant needs, offering them immediate office space, rather than having tenants wait for major office renovations.

What kind of office spaces are tenants looking for today?

Cordoves: Before 2020, health and wellness office amenities were growing in popularity as business owners and employees became increasingly health conscious. The pandemic accelerated interest in those amenities, including outdoor gathering areas and larger open spaces for collaboration and recreation. KBS also recently created two outdoor areas at Preston Commons, used by larger groups and individuals seeking an alternative spot to focus and collaborate.

Healthy indoor air has also become a key health and wellness amenity. Last year, in recognition of this, our firm recently verified more than 14 million square feet of Class A office space to achieve the UL Verified Healthy Building Mark for Indoor Air, including Providence Towers, Highland Park Place, 3811 Turtle Creek, Tollway North Office Park, Sterling Plaza, Preston Commons and Legacy Town Center in the Dallas-Fort Worth area. Achievements like these are growing in importance for tenants and investors. Along these lines, we are observing ongoing value in implementing ESG initiatives such as achieving sustainability through LEED certification, integrating EV car-charging stations, and achieving WiredScore status for superior internet connectivity.

Are there any developing trends that you can exemplify with KBS' recent deals in the metro?

Cordoves: Tenants want office space that is designed to foster innovation and teamwork. To this end, we have found that incorporating open-air courtyards with high-speed Wi-Fi, outdoor meeting and workspaces, and exercise facilities makes sense at many Texas properties. These upgrades help offices remain a place where employees can socialize, collaborate and thrive.

Additionally, we are seeing numerous smaller companies prefer spec suites, which offer the curated amenities these firms are seeking in the market. The spec suites and amenities we added at Highland Park Place helped us reach 100 percent occupancy at the office tower last year.

What would you say are the Metroplex's most in demand areas and why?

Cordoves: The path of growth continues to largely be north of Plano into Frisco. That said, numerous pockets continue to be extremely in demand and we are seeing record high rental rates on both office and multifamily properties. Those include, among others, the Knox/Henderson district near Downtown Dallas, which has really taken off. We recently helped develop a luxury apartment building in that area, Novē at Knox, that we were able to sell before the property was fully leased.

Looking ahead, what are your short-term and long-term goals in the metro?

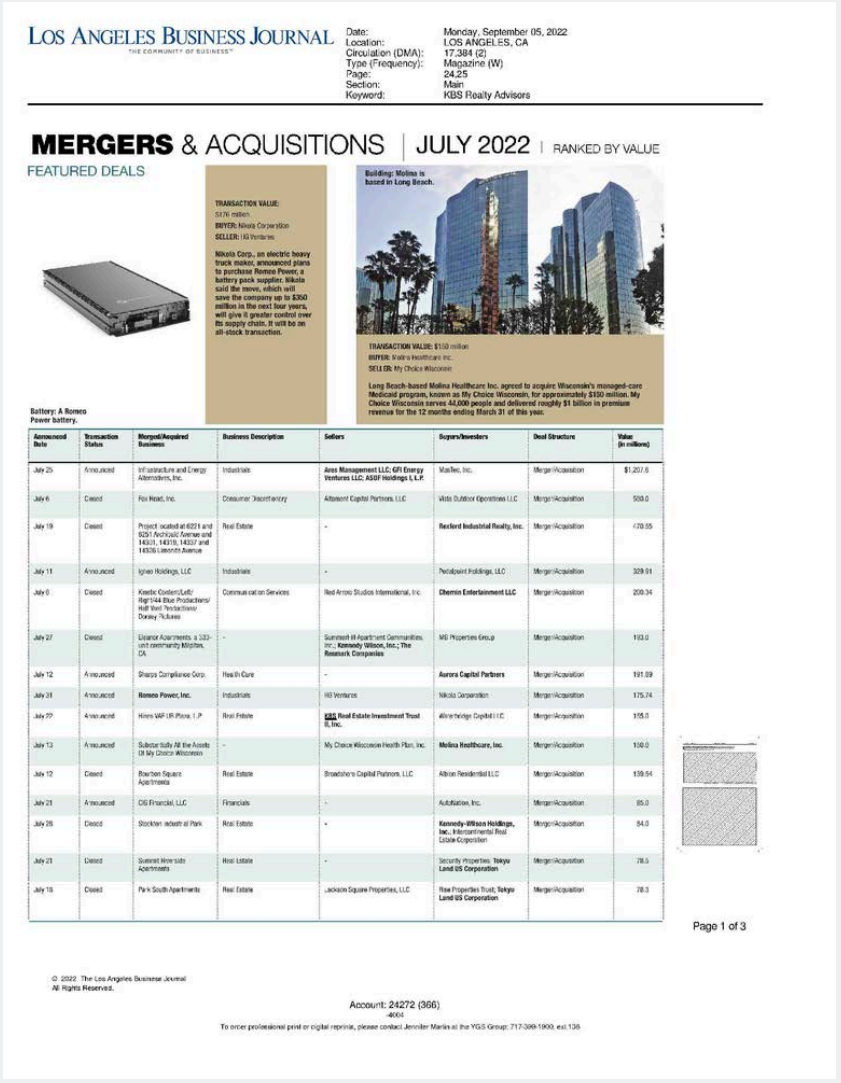
Cordoves: KBS is continuously evaluating its assets in this market for opportunities to upgrade by adding amenities that resonate with tenants in the metro. For example, we are exploring additional wellness amenities such as corporate gardens where tenants can take meetings or lunch breaks, modernized HVAC systems that can sanitize indoor air more effectively, and building apps that activate touch-free entrances and elevators where these features make sense.

On any given day, we are looking to invest in properties in the area that are in alignment with our investment strategy. This is true for DFW as well as other markets around the country.

How do you expect office demand in the Metroplex to evolve in the second half of 2022 and beyond?

Cordoves: Tenants are drawn to spaces that can accommodate a wide variety of users. These flex spaces, which may contain elements of industrial, office and life science real estate, increasingly integrate lifestyle amenities such as fitness centers, childcare and healthy food and beverage options to create a unique tenant experience and a productive working environment.

Los Angeles Business Journal



LOS ANGELES BUSINESS JOURNAL
THE COMMUNITY OF BUSINESS

Date: Monday, September 05, 2022
Location: LOS ANGELES, CA
Circulation (DMA): 17,384 (2)
Type (Frequency): Magazine (W)
Page: 24,25
Section: Main
Keyword: KBS Realty Advisors

MERGERS & ACQUISITIONS | JULY 2022 | RANKED BY VALUE

FEATURED DEALS

TRANSACTION VALUE:
$1.7B million
BUYER: Nikola Corporation
SELLER: IIG Ventures

Nikola Corp., an electric heavy truck maker, announced plans to purchase Romeo Power, a battery pack supplier. Nikola said the move, which will save the company up to $350 million in the next four years, will give it greater control over its supply chain. It will be an all-stock transaction.

Battery: A Romeo Power battery.

Building: Molina is based in Long Beach.

TRANSACTION VALUE: $150 million
BUYER: Molina Healthcare Inc.
SELLER: My Choice Wisconsin

Long Beach-based Molina Healthcare Inc. agreed to acquire Wisconsin's managed-care Medicaid program, known as My Choice Wisconsin, for approximately $150 million. My Choice Wisconsin serves 44,000 people and delivered roughly $1 billion in premium revenue for the 12 months ending March 31 of this year.

Announced Date	Transaction Status	Merged/Acquired Business	Business Description	Sellers	Buyers/Investors	Deal Structure	Value (in millions)
July 25	Announced	Infrastructure and Energy Alternatives, Inc.	Industrials	Ares Management LLC; GPI Energy Ventures LLC; ASOF Holdings I, L.P.	MasTec, Inc.	Merger/Acquisition	$1,207.6
July 6	Closed	Fox Head, Inc.	Consumer Discretionary	Altamont Capital Partners, LLC	Vista Outdoor Operations LLC	Merger/Acquisition	500.0
July 19	Closed	Project located at 6221 and 6251 Archibald Avenue and 14301, 14319, 14337 and 14339 Lisbon Avenue	Real Estate	-	Rexford Industrial Realty, Inc.	Merger/Acquisition	470.55
July 11	Announced	Iglao Holdings, LLC	Industrials	-	Pentalpint Holdings, LLC	Merger/Acquisition	329.91
July 6	Closed	Kinetic Content/Left/Right/44 Blue Productions/Half Bent Productions/Dooley Pictures	Communication Services	Red Arrow Studios International, Inc.	Chernin Entertainment LLC	Merger/Acquisition	200.34
July 27	Closed	Eleanor Apartments, a 133-unit community Milpitas, CA	-	Summerhill Apartment Communities, Inc.; Kennedy Wilson, Inc.; The Research Companies	MG Properties Group	Merger/Acquisition	193.0
July 12	Announced	Sharps Compliance Corp.	Health Care	-	Aurora Capital Partners	Merger/Acquisition	191.89
July 28	Announced	Romeo Power, Inc.	Industrials	IIG Ventures	Nikola Corporation	Merger/Acquisition	175.74
July 29	Announced	Hines VAF I/R Plano, L.P.	Real Estate	KBS Real Estate Investment Trust II, Inc.	Alinterhedge Capital LLC	Merger/Acquisition	165.0
July 13	Announced	Subscribing All the Assets Of My Choice Wisconsin	-	My Choice Wisconsin Health Plan, Inc.	Molina Healthcare, Inc.	Merger/Acquisition	150.0
July 12	Closed	Bourbon Square Apartments	Real Estate	Broadshore Capital Partners, LLC	Albion Residential LLC	Merger/Acquisition	139.54
July 21	Announced	CIG Financial, LLC	Financials	-	AutoNation, Inc.	Merger/Acquisition	85.0
July 26	Closed	Stockton Wabash at Park	Real Estate	-	Kennedy-Wilson Holdings, Inc.; Intercontinental Real Estate Corporation	Merger/Acquisition	84.0
July 21	Closed	Summit Riverside Apartments	Real Estate	-	Security Properties; Tokyu Land US Corporation	Merger/Acquisition	78.5
July 18	Closed	Park South Apartments	Real Estate	Jackson Square Properties, LLC	Raw Properties Trust; Tokyu Land US Corporation	Merger/Acquisition	78.3

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LOS ANGELES BUSINESS JOURNAL
THE COMMUNITY OF BUSINESS™

Date: Monday, September 05, 2022
Location: LOS ANGELES, CA
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Announced Date	Transaction Status	Merged/Acquired Business	Business Description	Sellers	Buyers/Investors	Deal Structure	Value (in millions)
July 19	Closed	Class A 186,726 Square Foot Two-Tenant Building at 3905-3949 Heritage Oak Court, Simi Valley	Real Estate	-	**Rexford Industrial Realty, Inc.**	Merger/Acquisition	$36.39
July 8	Announced	Aemoni Healthcare Group	Health Care	-	LDM International Corp.	Merger/Acquisition	51.8
July 7	Closed	Five-parcel Portfolio of Office Buildings in Mount Laurel, New Jersey	Real Estate	Regal Ventures	Top Terraces, Inc.	Merger/Acquisition	51.0
July 19	Closed	4325 Ellwanda Avenue, Jurupa Valley, located in California	Real Estate	-	**Rexford Industrial Realty, Inc.**	Merger/Acquisition	47.47
July 7	Closed	14.1-acre parcel of Westminster Mall in Westminster, California	Real Estate	Seritage Growth Properties	Shopoff Realty Investments, L.P.	Merger/Acquisition	46.3
July 12	Closed	Custom Power, LLC	-	-	**Solid State plc**	Merger/Acquisition	45.0
July 19	Closed	**6986 and 7044 Bandini Boulevard, Commerce, located within the LA - Central Submarket**	Real Estate	-	Rexford Industrial Realty, Inc.	Merger/Acquisition	40.73
July 6	Closed	The Mesa Ridge Business Park	Real Estate	Mesa Ridge Business Park I LLC	BKM Capital Partners, L.P.	Merger/Acquisition	38.35
July 18	Closed	Podchaser Inc.	Information Technology	The Innovation Group; Greycroft LP; Lonsdale Capital, LLC; Advancit Capital, LLC; Hyde Park Venture Partners; Poplar Ventures; High Alpha, Inc.; Powerhouse Capital	Acast AB	Merger/Acquisition	34.3
July 18	Closed	Industrial Buy in Otay Mesa	Real Estate	Alician Ventures, LP and Partnership; **LPC West, Inc.**	Dalton Industrial	Merger/Acquisition	74.85
July 19	Closed	**3547 - 3555 Voyager St., Torrance, Located within the LA - South Bay Submarket**	Real Estate	-	**Rexford Industrial Realty, Inc.**	Merger/Acquisition	26.9

The chart features deals that involved sellers, investors, buyers or targeted companies in Los Angeles County. Local entities are boldfaced. NA: not available. N/A: not applicable.

All data is provided by S&P Capital IQ, a business unit of the McGraw Hill Cos. and a provider of multisource class data, research and analytics to institutional investors, investment advisors and wealth managers around the world. For more information, visit www.capitaliq.com.

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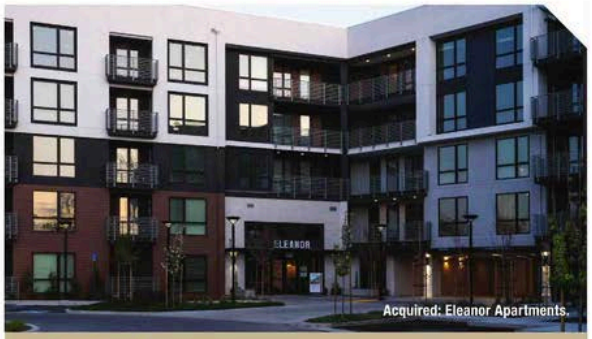

Acquired: Eleanor Apartments.

TRANSACTION VALUE: $193 million

BUYER: MG Properties Group

SELLER: SummerHill Apartment Communities, Inc.; Kennedy Wilson, Inc.; The Resmark Companies

San Diego-based real estate investor MG Properties purchased the Eleanor Apartments for $193 million. The 333-unit community is located in Milpitas. In addition to the apartment units, the property also has 10,000 square feet of ground-floor retail. It was built in 2021.

Headquarters: Ares Management Corp. is based in Century City.

TRANSACTION VALUE: $1.2 billion

BUYER: MasTec Inc.

SELLER: Ares Management LLC; GFI Energy Ventures LLC; ASOF Holdings I, L.P.

MasTec Inc., an infrastructure construction company, has agreed to acquire Infrastructure and Energy Alternatives, Inc., for roughly $1.2 billion. The company is being sold by Ares Management, GFI Energy Ventures and ASOF Holdings. IEA is a services provider in renewable energy and infrastructure and services blue-chip companies. It has more than 260 wind and solar projects in North America.

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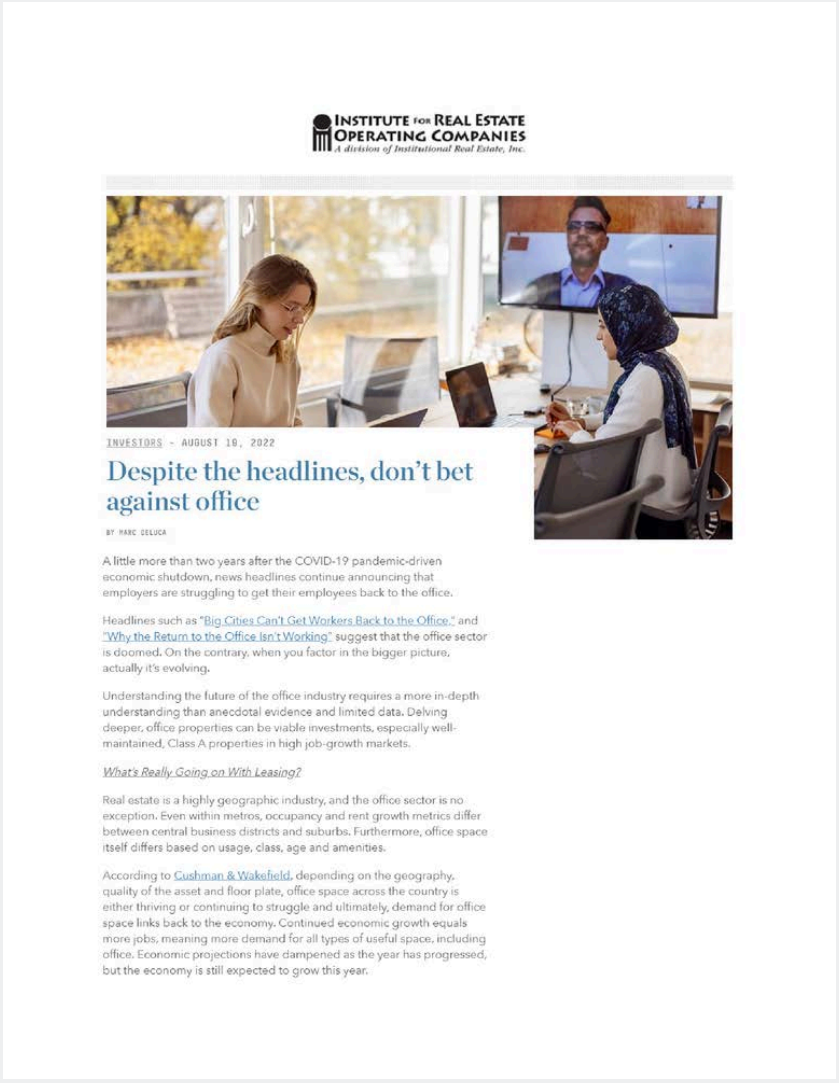

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INVESTORS - AUGUST 19, 2022

Despite the headlines, don't bet against office

BY MARC DELUCA

A little more than two years after the COVID-19 pandemic-driven economic shutdown, news headlines continue announcing that employers are struggling to get their employees back to the office.

Headlines such as "Big Cities Can't Get Workers Back to the Office," and "Why the Return to the Office Isn't Working" suggest that the office sector is doomed. On the contrary, when you factor in the bigger picture, actually it's evolving.

Understanding the future of the office industry requires a more in-depth understanding than anecdotal evidence and limited data. Delving deeper, office properties can be viable investments, especially well-maintained, Class A properties in high job-growth markets.

What's Really Going on With Leasing?

Real estate is a highly geographic industry, and the office sector is no exception. Even within metros, occupancy and rent growth metrics differ between central business districts and suburbs. Furthermore, office space itself differs based on usage, class, age and amenities.

According to Cushman & Wakefield, depending on the geography, quality of the asset and floor plate, office space across the country is either thriving or continuing to struggle and ultimately, demand for office space links back to the economy. Continued economic growth equals more jobs, meaning more demand for all types of useful space, including office. Economic projections have dampened as the year has progressed, but the economy is still expected to grow this year.

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Tenants are focused on a flight to quality, meaning an increased interest in newer or newly renovated office buildings with plenty of amenities, located in regions with growing populations. JLL reports that since the onset of the pandemic, new supply has registered net occupancy growth of 86.8 million square feet with 11.8 million square feet of new space delivered. Innovation-heavy submarkets and micro markets remained bright spots in a heavily patchy real estate environment, witnessing a buoyant inbound migration from both traditional and emerging industry tenants.

Breaking this down, flight to quality may soon become the foundation of successful office investments.

Beyond Employee "Swipe-Ins"

Two years beyond the 2020 recession, the current downturn for offices looks historically benign. While office rents and occupancy dipped during and following the small 2020 recession, many office markets experienced strong comebacks in 2021.

Even more telling was that loan delinquencies remained relatively low during the pandemic and its aftermath. Despite spikes in 2022, the office-loan delinquency rate is as low as it's been since just before the 2008 financial crisis took hold.

Office Sector and Investors

Few trends stand in direct contradiction of the "office is dead" headlines. Starting with flight to quality mentioned above but more specifically, we anticipate that Class A office properties that offer amenities and employee-safety measures will do quite well with leasing and rent growth.

Safety measures include adding more outdoor spaces and casual gathering spots to support recreation, collaboration, and social distancing. For example, at Accenture Tower, in Chicago's West Loop, we added a state-of-the-art conference center and a contemporary tenant lounge offering an outdoor terrace, where tenants can work comfortably and safely in an open and aesthetically pleasing area. Changes like these have helped us bring the 1.4 million square-foot building to more than 90 percent leased.

Just as important is improving indoor air quality through incorporation of state-of-the-art HVAC filtration systems. Installing living plants inside office properties also can improve both ambience and air quality. For our part, KBS recently verified more than 14 million square feet of Class A office space across our client portfolio to achieve the UL Verified Healthy Building Mark for Indoor Air.

The second trend is that more foreign investors continue to view U.S. office assets as solid investments.

Because of the commotion in today's global markets, U.S. commercial real estate remains a safe haven for international dollars. This is certainly true when it comes to Class A, well-located office properties. For instance, one of KBS' largest 2021 dispositions involved a single-tenant office property in Austin, Texas, which attracted substantial interest from outside the United States.

Finally, office space is starting to evolve from large spaces with many desks into more flexible usage. One such example is rethinking indoor employee placement, such as replacing cubicles with more well-spaced communal workstations. During the 2020 lockdown, KBS took advantage of office downtime to accelerate its state-of-the-art spec suite program across much of our portfolio. This program offers turnkey spaces to meet tenant needs, offering them immediate office space, rather than having tenants wait for major office renovations.

The Reality of Office Investments

Contrary to what the headlines suggest, the office sector as an investment is far from doomed. We believe that well-located quality Class A properties in high job-growth markets may provide ideal returns to investors, especially over the long run. Landlords and property owners that pay attention to health standards and amenities should also see an increase in occupancy, absorption and rent growth.

Certainly, the pandemic and its aftermath may have provided a wake-up call for many owners and investors. But in the face of the work-from-home movement and economic headwinds, we are confident that state-of-the art office properties will support tenants' changing needs and requirements. Many employees are taking steps to rebuild their in-office workforces, to drive collaboration, culture building and mentoring. They're doing so in office properties that are flexible and adaptable to their needs.

As such, we believe that the office sector should outperform expectations over the next several years.

Marc DeLuca is KBS' CEO and regional president, Eastern Region.

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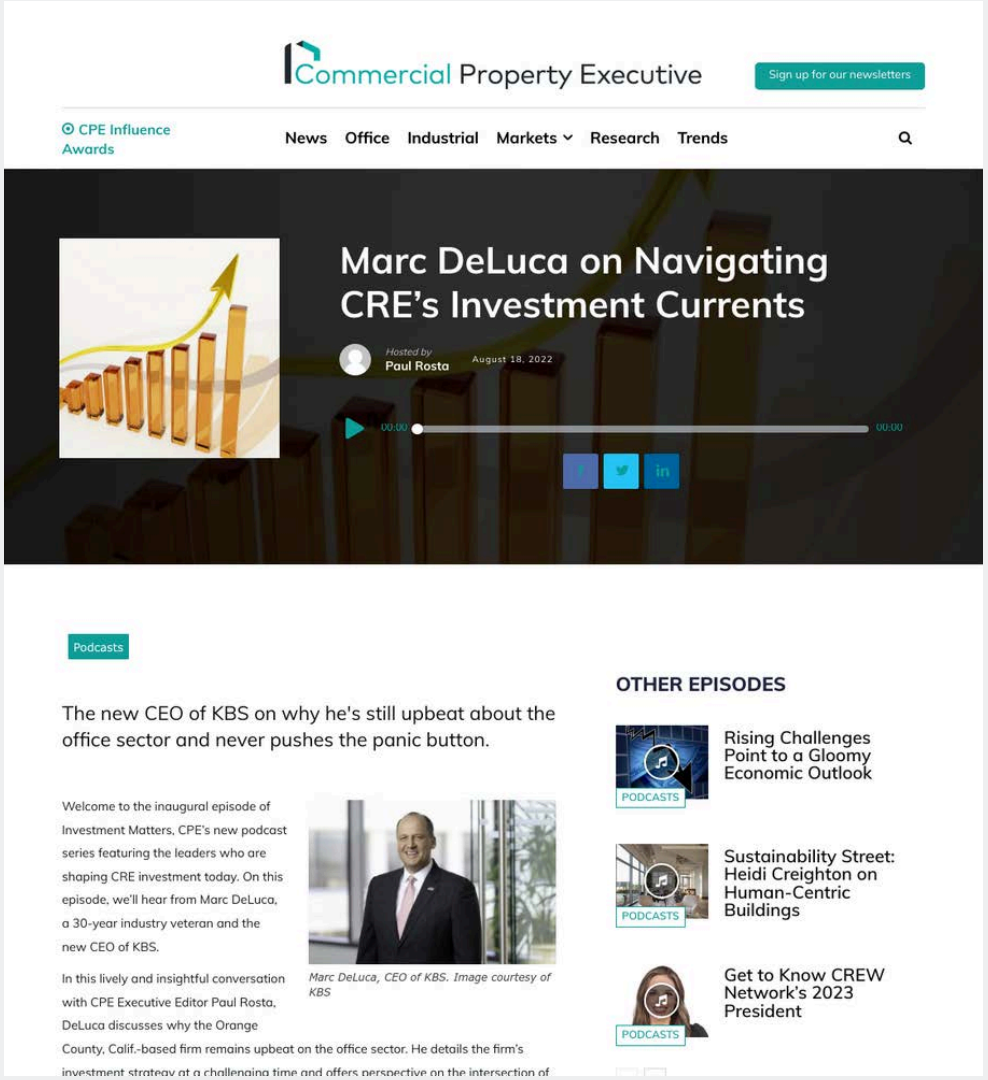

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Orange County Business Journal (56-000)

ocbj.com/custom-content/women-in-busi...

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Orange County Business Journal

The Orange County Business Journal is a weekly print and online newspaper covering business in Orange County, California. The paper is the second largest business journa...

8-94 ORANGE COUNTY BUSINESS JOURNAL WOMEN IN BUSINESS AWARDS SEPTEMBER 12, 2022

2022 Women in Business Award Nominees

Susan Taylor, President & CEO
Juice It Up!, Newport Beach
Susan Taylor joined Juice It Up! in 2019 as VP Franchise Operations and was soon elevated to the role of president and CEO the following year - an obvious choice to lead the brand with her nearly 30 years of experience in the restaurant franchise industry. In the three years following Taylor's arrival - and strategic application of best practices - Juice It Up! has soared to record sales and experienced impressive franchise momentum. Taylor's company contributions and successes have led to well-deserved industry recognition and acclaim. In 2021, Taylor was honored by Orange County Business Journal as one of six impressive "Women in Business." In 2022, Juice it Up! was ranked 17th on Fast Casual's Top 100 Movers and Shakers list - the only smoothie and juice concept among the top-20 brands - while Taylor was named among the nation's top-25 fast casual executives for the second consecutive year due to her extraordinary leadership and consummate support to franchisees.

Jin Thatcher, Executive Vice President
TGR Foundation, A Tiger Woods Chairty, Irvine
Jin Thatcher is a native of Anaheim, CA with a passion for helping under-resourced communities through her role as executive vice president for TGR Foundation based in Irvine. With a mission to empower youth through education, the foundation's programs have provided resources and support to more than two million youth around the world. During her 19-year career with TGR Foundation, Thatcher has worked tirelessly in support of the foundation's vision for a world where opportunity is universal and potential is limitless. In her new role as executive vice president, she leads the organization with expertise in operations, human resources, financial management, policy, and educational programming and partnerships. One of her greatest achievements is the 2006 launch and recent renovation of the 35,000 square foot TGR Learning Lab in Anaheim, CA, which serves as the hub of the foundation's education programs serving students in Orange County, Los Angeles and across the East Coast.

Lauren Timpe-Castellanos, CEO & Co-Founder
OmniaPiel, Costa Mesa
Lauren Timpe-Castellanos founded OmniaPiel with the mission to create an environment where men & women can discuss their aging concerns and find appropriate solutions. The goal at OmniaPiel has always been to disrupt the traditional thought of injectables, educating society and our communities, that well done injectables+ skin care can remain uniquely YOU and help you feel refreshed and at home in your skin. Now with two locations and carefully curated staff of 10 employees, she is doing just that! She is also apart of the Allergan AMI Faculty in which she is training and speaking nationally.

Rachel Umipig, Chief Compliance Officer
KBS, Newport Beach
As a vital driving force at KBS, one of the largest investors in premier commercial real estate (CRE) in the nation, Rachel Umipig is at the top of her field. A superstar serving as chief compliance officer, she is responsible for overseeing and managing the compliance program for its fund and advisor entities. Upon joining KBS in 2014, Umipig pioneered the development of a more efficient process to address cyber training, manage potential cyber-attacks, and identify the best cyber insurance for the company. Since then, she has also spearheaded development of technology processes that protect the firm's cybersecurity framework against the rising threat of online breaches and attacks. Umipig's extensive expertise has ensured the company's regulatory compliance and cyber security policies are at the leading edge of the CRE industry. She consistently inspires the women on her team to expand their company and industry knowledge, enabling KBS to optimize its client services.

Andrea Walter, Vice President, Marketing
Ephesoft, Irvine
Andrea Walter joined Ephesoft as the VP of Marketing in January 2021, still in the midst of the pandemic, with many obstacles to conquer. She elevated marketing operations, processes, lead generation, product launches and brand awareness by building relationships, improving reporting and using a data-driven approach to growth. Her methodology and experience elevated the marketing team, resulting in larger budgets, more headcount and trust from the executive leadership team. Additionally, being bilingual in both English and German led to increased international support, a unique insight into the European market and the ability to build closer cross-functional teams. The end of 2021 showed revenue growth for 40% in the Americas and 25% overall globally, partially attributable to marketing efforts, with a strong pipeline entering 2022.

Carolina Weidler, Principal & Studio Director
H. Hendy Associates, Newport Beach
Carolina Weidler is an Architect, Lean Six Sigma Black Belt, and LEED AP professional with more than 15 years of domestic and international experience in creating process-driven environments for high-tech corporations such as General Dynamics, Gulfstream Aerospace, Toyota Racing Development, and Zodiac Aerospace, among others. As the principal and leader of Hendy's Science and Technology Practice Group, Weidler's talent lies in designing efficient, dynamic, and holistic environments for process-based industries. Weidler has played a significant leadership role at Hendy beyond running the Science & Technology studio, she serves as a mentor to staff, and acts as a key decision maker alongside CEO Heidi Hendy. Her unique project approach leverages process flow, client collaboration, and industry trends. Over the course of her career, she has designed systems and spaces for everything from candy factories to aircraft assembly lines, reimagining a variety of areas ranging from 2,000 to 470,000 square feet. Weidler received a bachelor's degree in architecture from Pontificia Universidad Javeriana, Bogota Colombia and received her Lean Six Sigma Black Belt from Vilanova University.

Elizabeth Weldon, Partner, Orange County
Snell & Wilmer, Costa Mesa
Elizabeth Weldon is a commercial litigation partner at Snell & Wilmer, a full-service business law firm with more than 450 attorneys practicing in 16 locations throughout the U.S. and in Mexico. She is a Certified Specialist in Franchise and Distribution Law, The State Bar of California, Board of Legal Specialization, and concentrates her practice on business litigation and franchise litigation, at trial, judicial reference, and arbitration. Weldon represents large and small businesses in commercial litigation matters, including breach of contract, tort, unfair competition, class action, commercial real estate, intellectual property disputes, such as patent, trademark, and trade dress claims, as well as other complex matters. Weldon joined Snell & Wilmer almost 20 years ago as a lateral associate in 2002 and was elected to join the partnership in 2010. She is licensed to practice in California and Arizona and is the co-practice group leader for the OC commercial litigation group.

Genevieve West, Vice President
Howard Building Corporation, Costa Mesa
Genevieve West is the first female vice president at Howard Building Corporation (HBC), a tenant improvement general contractor. Since stepping into this role in 2020, she has transformed the business development and marketing departments while demonstrating an intense passion for promoting diversity, inclusion, and sustainability in the workplace. West's expertise, agility, and reliability have been instrumental not only in business development, but in the development of company culture. By funneling her energy into HBC's inclusion and sustainability efforts, she has had resounding effects, both company-wide and throughout the community.

Justine White, Director of Customer Support & Transportation
Toshiba America Business Solutions Inc., Lake Forest
As a well respected "Difference Maker" within the Print Industry, Justine White absolutely personifies a successful "Woman in the Supply Chain." Justine White is the director of customer support for Toshiba America Business Solutions, Inc. (TABS). She has been in the office technology industry and a talented and celebrated member of the TABS Family for over 25 years, serving in various Supply Chain and Operations capacities, always in a high impact customer facing role. And when it comes to grace under pressure, White is a shining example. Ever cheerful in demeanor, positive in outlook, and capable in action, she comes to work each day with high energy, leading and supporting our customer service teams toward the ultimate goal of delivering a superior customer experience during each encounter, every day of the week! And despite countless and everchanging challenges, she consistently delivers great business results, exercising her creativity and resourcefulness, along with a heavy dose of scrappy ingenuity, and at times pushing her team over the finish line with sheer will power.

Dianne Whitfield, Chief Human Resources Officer
Tarsus Pharmaceuticals Inc., Irvine
Dianne Whitfield boasts 20+ years of experience in HR, including over a decade in life sciences industry management. Since joining Tarsus in 2020, Whitfield has been instrumental in executing a talent strategy that drives the business during a period of critical growth, focuses on fostering and retaining a dynamic and inclusive corporate culture that emphasizes diversity, and makes a positive impact in OC. Under Whitfield's leadership, Tarsus has more than doubled its employee size and increased diversity at all levels, with leadership comprising 44% women and 62% people of color, and has been recognized as a Top Workplace by the OC Register in 2021 and OCBJ's Best Places to Work in 2022. Before Tarsus, Whitfield led HR at Evolus, where she supported organization rewiring during the pandemic and built a culture that drove employee retention. She also spent a decade at Allergan leading global initiatives to drive employee engagement and retention.

September 19, 2022 ONLINE

OC Business Journal (56-000)

ocbusinessjournal.pressreader.com/oran...

Monthly Visits **15.4K**

Monthly Visits

Commercial Property Executive

Search commercial real estate listings for sale or lease — office spaces for lease, retail spaces, industrial properties and more.

2022 Top Commercial Property Owners

By **the Editors of Commercial Property Executive**

1 min read

Real Estate Research
Indexes/Rankings | Commercial Property Executive

You can also read our other Top CRE Owners rankings.

Rank	Company	Total Owned (MSF)	Total Portfolio Value ($MM)	Average Occupancy	Portfolio Diversity
1	CBRE Investment Management	339.23	$ 146,900	–	O, I, R, Ho, X
2	Clarion Partners	285.65	$ 65,691	95%	O, I, R, Ho, X
3	Nuveen	169.09	$ 75,971	90.00%	O, I, R, Ho, H, X
4	Hines	185.03	$ 80,567	–	O, I, R, Ho, X
5	Tishman Speyer	60.10	$ 46,800	–	O
6	Lincoln Property Co.	71.30	$ 2,575	92.00%	O, I, R, H, X
7	Majestic Realty Co.	83	$ 15	98.00%	O, I, R, Ho
8	Transwestern Investment Group	15.75	$ 3,781	92%	O, I, R
9	Industrial Logistics Properties Trust	59.74	$ 6,200	99%	I
10	The Inland Real Estate Group of Cos.	31.50	$ 7,300	91.90%	O, I, R, Ho, H, X
11	GID	7.70	$ 1,330	97.20%	O, I, R
12	Diversified Healthcare Trust	–	$ 6,900	–	H
13	Hunt Cos.	–	$ –	90.40%	O, I, R, Ho, H, X
14	ElmTree Funds	35	$ –	98%	O, I, H
15	The Related Cos.	19.9	$ –	99.00%	O, R, Ho
16	Service Properties Trust		$ 11,300	–	R, Ho
17	Ashley Capital LLC	28.85	$ –	98%	O, I
18	Harbor Group International	5.05	$ 3,073	96.00%	O, I, R
19	Office Properties Income Trust	22.49	$ 4,600	89.40%	O
20	FPA Multifamily	5.50	$ 800	91%	O, I, R, Ho
21	KBS Realty Advisors	19.11	$ 6,735	–	O, I
22	Freeman Webb Co.	0.35	$ 80	96%	O, R
23	HSA Commercial Real Estate	13.67	$ 1,300	94.00%	O, I, R, H
24	Foundry Commercial	6.20	$ 1,500	78%	O, I, R

October 26, 2022 ONLINE

Commercial Property Owners (56-000)

commercialsearch.com/news/2022-top-c...

Monthly Visits **15.9K**

Monthly Visits

The Real Deal

REAL DEAL (THE)

Date: Saturday, October 01, 2022
Location: NEW YORK, NY
Circulation (DMA): 65,000 (N/A)
Type (Frequency): Magazine (12Y)
Page: 38
Section: Main
Keyword: KBS Realty Advisors

OFFICE MARKET

CHICAGO'S LONG ROAD TO RECOVERY

Office players get creative as "daunting" vacancies persist

BY SAM LOUNSBERRY

Mayor Lori Lightfoot put some political muscle behind Chicago's return-to-office campaign as she posed for selfies with Accenture employees last month at the consulting firm's new 264,000-square-foot office in Chicago's West Loop.

"I don't know if we've arrived at what our new normal is, but the fact of the matter is we missed being together, and you can't build culture and teams being apart," Lightfoot said at KBS' 500 West Madison, now dubbed Accenture Tower. "Your neighbors have missed you, the small businesses that have been built up in this tower and around the area that really depend upon you being here."

MBRE's Mark Buth is among a horde of Chicago leasing brokers eager to show off new perks at buildings they represent. One of those buildings, the 2 million-square-foot, two-tower Michigan Plaza complex, hosted an Oktoberfest celebration in late September on its sprawling new outdoor terrace, which includes a bocce court, putting green, firepit, TV and lounge.

"Tenants in other buildings are envious. There are definitely some jealous neighbors," he said.

It's unclear whether envy is enough to drive people back into downtown Chicago on a more consistent basis or stabilize the city's commercial real estate market. The central business district was still experiencing near record-high vacancy of 19.2 percent at the end of the second quarter, and tenants are marketing more downtown space for sublease than at any time in history — a cumulative 6.4 million square feet, according to brokerages.

"We have to backfill this," said Bradford Allen broker Andy DeMoss, who represents downtown landlords. "For the owners, that's one of the most daunting things hanging over them like a dark cloud."

Office landlords and brokers are still plagued by tenants' indecision nearly three years since the pandemic scattered workforces, and the weeks after Labor Day passed as the new target for ramping up the return to office.

"We need to be excited and anxious to get people in, but patient to see the results," said Savills tenant broker Robert Sevim.

Commercial real estate players say they're waiting for tenants to make determinations about how their workspaces will be used. Until they have a better idea of what their employees need and want, leasing volume will be limited. For now, Sevim said, companies are making moves for a "more finite" number of reasons than they did

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October 01, 2022 PRINT

The Real Deal (56-000)

Monthly Visits **65K**

Monthly Visits

REAL DEAL (THE)

Date: Saturday, October 01, 2022
Location: NEW YORK, NY
Circulation (DMA): 65,000 (N/A)
Type (Frequency): Magazine (12Y)
Page: 38
Section: Main
Keyword: KBS Realty Advisors

before the pandemic, such as the desire to upgrade to a newer building — or an older one that's been overhauled with amenities.

That's tightened supply in trophy high-rises and the city's newest buildings in Fulton Market. But it's the buildings that are a step below in quality where juicy negotiations for rent discounts and tenant improvement costs are playing out.

"When you look at the rest of the market, the more commodity products, you can take a longer time to decide," Sevim said. "There is more likely to be space in a second-generation, renovated Class A building where some really, really aggressive deals can be had."

Calculated bets

Both developers and their lenders have responded to that dynamic. John Buck in June altered its plan for a 1.5 million-square-foot skyscraper at 655 West Madison Street, shifting from a single skyscraper to two towers that will combine for a similar amount of space. This way, the developer can launch them one at a time, pre-leasing less than half the space it otherwise would have needed in order to get construction financing.

In August, Mark Karasick's 601W Companies scored $215 million in financing from Bank OZK and Fisher Brothers-affiliated Lionheart Strategic Management to rehabilitate 801 South Canal Street, which was fully vacated by financial firm Northern Trust. It's a bet that the 30-year-old building will draw tenants with upgrades and new amenities, and reflects the greater faith lenders have in renovations as opposed to ground-up construction.

Because of the less expensive nature of renovating a building compared to constructing a new one, 601W will be able offer more competitive rents than recently opened trophy properties, while still upping the building's quality.

"One factor that attracted us to the deal was, frankly, the basis both they and we would be in to make sure the economics worked," said Lionheart's Sang Kim, who along with colleague Andy Klein arranged the project's $68 million mezzanine loan. Bank OZK issued the first mortgage of $148 million.

Even if the return to office gains steam and tenants have a clearer sense of their needs for downtown space by the end of the winter, there won't be an immediate reaction that leads to more leasing deals, Sevim predicted. Companies still have to gauge what kind of environment they want their employees to have for the long term.

"It's not a knee-jerk response, where all the sudden you have real estate decisions made on a dime," Sevim said. "Leasing will be driven by human resources priorities other than simply figuring [out] what amount of space is required because you have a certain headcount to accommodate." TRD

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REAL DEAL (THE)

Date: Saturday, October 01, 2022
Location: NEW YORK, NY
Circulation (DMA): 65,000 (N/A)
Type (Frequency): Magazine (12Y)
Page: 38
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Chicago mayor Lori Lightfoot and Accenture Tower

"We missed being together, and you can't build culture and teams being apart." LORI LIGHTFOOT, CHICAGO MAYOR

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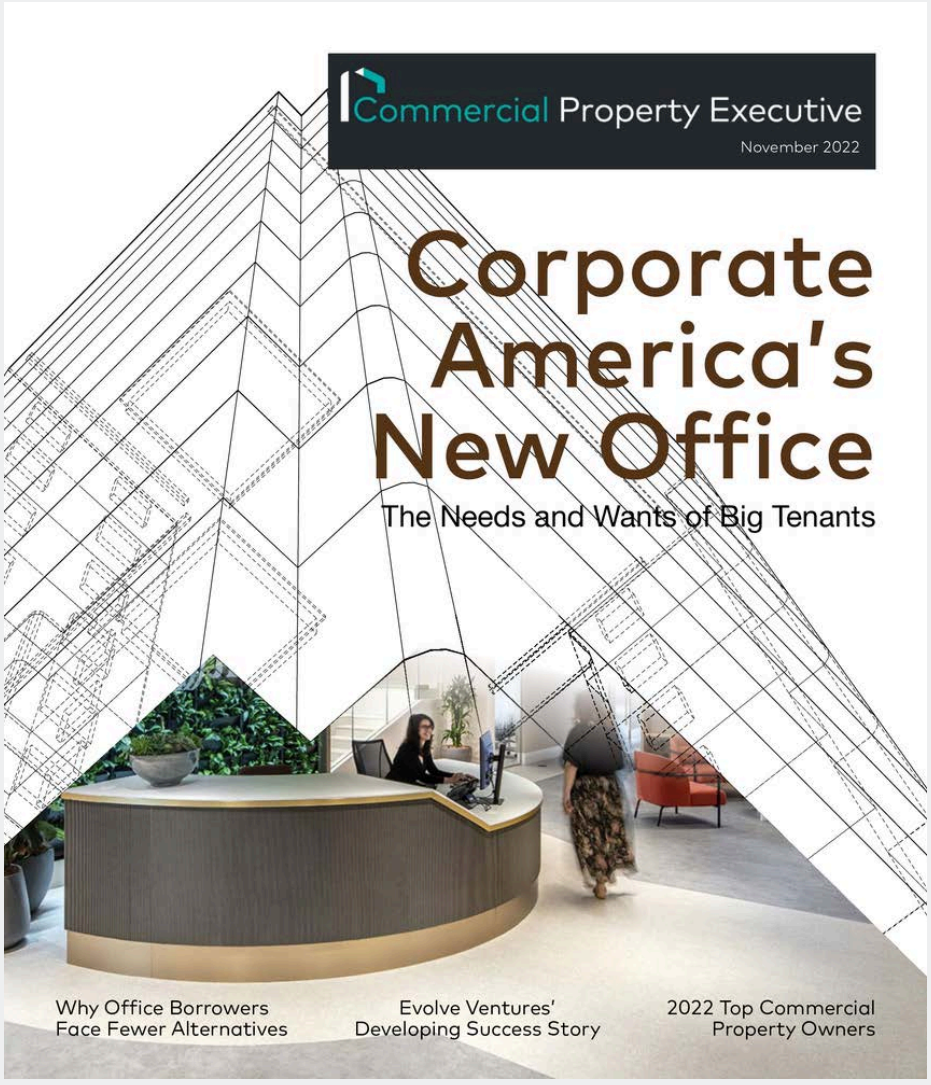
Commercial Property Executive



November 01, 2022 OTHER

Commercial Property Owners (56-000)

Monthly Visits **21.3K**

Monthly Visits

[Lists & Rankings]

2022 Top Commercial Property

Rank	Company	Total Owned (MSF)	Total Portfolio Value ($MM)	Average Occupancy	Portfolio Diversity
1	CBRE Investment Management	339.23	$146,900	-	O, I, R, Ho, X
2	Clarion Partners	285.65	$65,691	95%	O, I, R, Ho, X
3	Nuveen	169.09	$75,971	90%	O, I, R. Ho, H, X
4	Hines	185.03	$80,567	-	O, I, R, Ho, X
5	Tishman Speyer	60.10	$46,800	-	O
6	Lincoln Property Co.	71.30	$2,575	92%	O, I, R, H, X
7	Majestic Realty Co.	83	$15	98%	O, I, R, Ho
8	Transwestern Investment Group	15.75	$3,781	92%	O, I, R
9	Industrial Logistics Properties Trust	59.74	$6,200	99%	I
10	The Inland Real Estate Group of Cos.	31.50	$7,300	91.90%	O, I, R, Ho, H, X
11	GID	7.70	$1,330	97.20%	O, I, R
12	Diversified Healthcare Trust	-	$6,900	-	H
13	Hunt Cos.	-	$0	90.40%	O, I, R, Ho, H, X
14	ElmTree Funds	35	$0	98%	O, I, Ho
15	The Related Cos.	19.9	$0	99%	O, R, Ho
16	Service Properties Trust	-	$11,300	-	R, Ho
17	Ashley Capital LLC	28.85	$0	98%	O, I
18	Harbor Group International	5.05	$3,073	96%	O, I, R
19	Office Properties Income Trust	22.49	$4,600	89.40%	O

KEY: O=Office, I=Industrial, R=Retail, H=Health Care, Ho=Hospitality, X=Other

To be included in upcoming surveys, email Agota Felhazi at agota.felhazi@yardi.com. More details in the Research Center!

Owners

Rank	Company	Total Owned (MSF)	Total Portfolio Value ($MM)	Average Occupancy	Portfolio Diversity
20	FPA Multifamily	5.50	$800	91%	O, I, R, Ho
21	KBS Realty Advisors	19.11	$6,735	-	O, I
22	Freeman Webb Co.	0.35	$80	96%	O, R
23	HSA Commercial Real Estate	13.67	$1,300	94%	O, I, R, H
24	Foundry Commercial	6.20	$1,500	78%	O, I, R
25	Greystar	2.55	$338	78%	O, R, H

Note: Though we make every effort to include all major commercial owners, several notable firms (among them Prologis, First Industrial Realty Trust and Vornado Realty Trust) did not participate this year.

Diversification Remains a Key Strategy

BY CLAIRE SPADONI, SENIOR RESEARCH ANALYST, YARDI MATRIX

Following several difficult years caused by pandemic-driven uncertainty, commercial real estate owners are facing new challenges. While more employees have returned to the office, the increasingly popular hybrid work model continues to shape the future of the office property sector as some office tenants have chosen to reduce or sublease their space to accommodate new work concepts.

Fortunately, the majority of firms in *CPE*'s Top Commercial Owners of 2022 ranking have diversified their assets across property types to balance risk. All but four of the top 25 owners had portfolios containing at least two different property types. Industrial real estate remains a hot sector, with 18 companies on our list owning this asset type. Most owners also have real estate in several regions across the U.S., and 11 own properties in other countries.

CBRE leads our list of top commercial property owners, boasting a considerable 339 million square feet diversified across several asset types—office, industrial, retail, hospitality and numerous others. Its portfolio was valued at nearly $147 million as of the third quarter of 2022, more than double the total of any other of the top owners. Clarion Partners came in second with an ownership portfolio of more than 285 million square feet. While more than half of Clarion's portfolio is industrial, it also owns office, retail, hospitality, land and parking assets. Nuveen ranked third with 169 million square feet across numerous asset types.

As uncertainty builds in the economic landscape, diversification will continue to be an advantageous strategy for property owners.

Methodology

The 2022 *Commercial Property Executive* Top Owners ranking utilized self-reported data for all firms. The ranking results from a weighted formula based on a variety of factors (only a few of which are specified here), including total square footage owned, owned portfolio value, historic performance and a focused or diversified participation in property sectors. The ranking represents what we feel is a logical balance between firm growth and market share, as well as property diversity.

The Real Deal

The leading source for real estate news and information. Covering the deals, developments and policies that matter the most.

THE REAL DEAL
CHICAGO REAL ESTATE NEWS

KBS strikes West Loop lease with Zoro in consolidation

November 15, 2022

KBS snagged another tenant for the West Loop's Accenture Tower.

The landlord struck an 11-year lease with Zoro, the growing online market for business and industrial equipment and an offshoot of maintenance supply company W.W. Grainger, for almost 42,000 square feet at 500 West Madison Street, Crain's reported. The company will relocate its headquarters from suburban Buffalo Grove.

The tenant will occupy the top two floors of the 40-story building. The new office will consolidate Zoro's 60,000-square-foot office and warehouse in Buffalo Grove and a 17,000-square-foot office on the 16th floor of the Madison building it has occupied since 2019.

Tyler and Paul Reaumond of CBRE represented Zoro in the deal, while Matt Lerner and Wendy Katz of Stream Realty Partners represent KBS in leasing in the Madison building, known as Accenture Tower for its anchor tenant Accenture, which leases more than 200,000 square feet in the property.

November 15, 2022 ONLINE

The Real Deal (56-000)

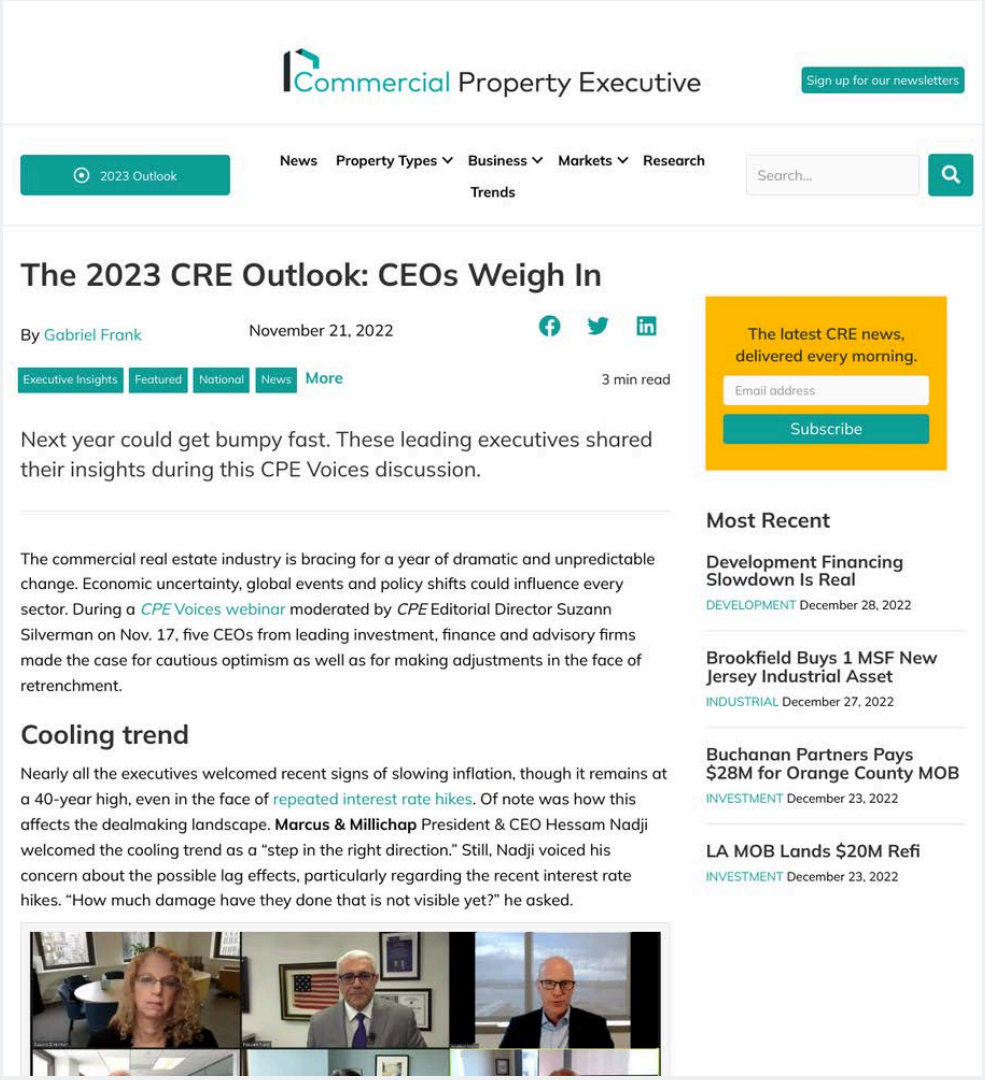
therealdeal.com/chicago/2022/11/15/kbs-...

Monthly Visits **871K**

Monthly Visits

Commercial Property Executive

Search commercial real estate listings for sale or lease — office spaces for lease, retail spaces, industrial properties and more.



November 21, 2022 ONLINE

Commercial Property Executive (56-02535)

commercialsearch.com/news/the-2023-cr...

Monthly Visits **109K**

Monthly Visits

January 09, 2023 OTHER

RE Journals (56-000)

issuu.com/rednews/docs/botb_2022?fr=s...

Monthly Visits **41.1K**

Monthly Visits

19 Neyer Properties

Total Square Footage: 5,300,000 Sq. ft.

2135 Dana Avenue, Suite 200
Cincinnati, OH 45207
Phone: 513.563.7555
Website: www.neyer1.com
Officer(s): Dan Neyer, President / CEO; Chris Dobrozsi, EVP, Development
Offices: Ohio
Projects: Blue Ash Distribution Center, Blue Ash Ohio (Industrial); 3900 Gantz Rd, Columbus Ohio (Industrial); The Baldwin, Cincinnati Ohio (Mixed-Use)

20 Wildamere Capital Management

Total Square Footage: 5,069,715 Sq. ft.

6800 France Ave So. Suite 555
Edina, MN 55435
Phone: 952.746.3400
Website: www.wildamere.com
Officer(s): Ted Jokerst, Principal
Offices: Indiana, Michigan, Minnesota, Nebraska, Ohio
Square Feet by Property Type:
Office: 1,979,653
Industrial: 2,151,360
Multifamily: 466,000
Senior Housing: 186,513

21 Burton Katzman

Total Square Footage: 4,950,443 Sq. ft.

30100 Telegraph Road
Bingham Farms, MI 48025
Phone: 248.399.9999
Website: www.burton-katzman.com
Officer(s): Peter Burton, Principal/Partner
Offices: Michigan
Square Feet by Property Type:
Office: 499,457
Industrial: 3,555,972
Retail: 246,839
Multifamily: 628,175

22 Ford Land

Total Square Footage: 4,050,000 Sq. ft.

17000 Rotunda Drive, 1st Floor South
Dearborn, MI 48120
Phone: 313.323.3100
Website: www.fordland.com
Officer(s): Jim Dobleske, Chairman & CEO
Offices: Michigan
Projects: Michigan Central, Detroit Michigan; The Hub, Dearborn Michigan

23 KBS

Total Square Footage: 3,851,963 Sq. ft. Sq. ft.

800 Newport Center Drive Suite 700
Newport Beach, CA 92660
Phone: 949.417.6500
Website: www.kbs.com
Officer(s): Chuck Schreiber, Marc DeLuca
Offices: Illinois, Kansas, Minnesota, Missouri, Tennessee
Projects: Accenture Tower, Chicago IL; 60 South 6th, Minneapolis MN; Park Place Village, Leawood KS

24 Sansone Group

Total Square Footage: 3,586,772 Sq. ft.

120 S. Central Avenue, Suite 500
St. Louis, MO 63105
Phone: 314.727.6664
Website: www.sansonegroup.com
Officer(s): James G. Sansone, Esq., Principal; Douglas G. Sansone, Principals
Offices: Indiana, Kansas, Missouri
Square Feet by Property Type:
Office: 162,283
Industrial: 1,722,357
Retail: 1,687,477

25 Bamboo Equity Partners

Total Square Footage: 3,335,500 Sq. ft.

11701 Borman Drive, Suite 200
Maryland Heights, MO 63146
Phone: 314.744.8998
Website: www.bambooequity.com
Officer(s): Dan Dokovic, Founder, Managing Principal; Alice Benner, Principal, Managing Director
Offices: Missouri
Square Feet by Property Type:
Office: 1,436,500
Industrial: 1,576,500
Retail: 203,000
Multifamily: 119,500
Projects: 717 Office Parkway, St. Louis Missouri (100% vacant office property. Bamboo is in process of revitalizing the asset.); Midwest NNN Portfolio, St. Louis, Chicago, Cleveland, Wichita, Oklahoma City, Denver, and Atlanta Missouri, Illinois, Ohio, Kansas, Oklahoma, Colorado, and Geogria (Single tenant NNN leased portfolio of 11 properties.); Medical Office Success - 425 N New Ballas Road and 10777 Sunset Office Drive, St. Louis Missouri (Successful repositioning of two office properties.)

26 Dietz Property Group

Total Square Footage: 3,299,803 Sq. ft.

2075 Big Beaver Suite 100
Troy, MI 48084
Phone: 248.341.3999
Website: www.dietzpropertygroup.com
Officer(s): Brian Dietz, Principal; Carly Dietz, Principal
Offices: Michigan, Ohio
Square Feet by Property Type:
Multifamily: 3,299,803
Projects: Waterford at Sugarcreek, Ohio

27 Clear Height Properties

Total Square Footage: 2,623,492 Sq. ft.

2625 Butterfield Rd., Suite 213W
Oak Brook, IL 60523
Phone: 312.263.1655
Website: www.clearheight.com
Officer(s): Dominic A. Sergi, CEO
Joe M. Sergi, Chief Revenue Officer and Partner
Offices: Illinois
Square Feet by Property Type:
Industrial: 2,623,492
Projects: Brett Anthony Foods, Elk Grove Village Illinois (Redevelopment); HMC, Chicago Metro Illinois (Recapitalization); 1400 Greenleaf, Elk Grove Village Illinois (Redevelopment)

IPE Real Assets

Global market intelligence for institutional real assets investment

November 29, 2022 ONLINE

IPE Real Assets (56-000)

realassets.ipe.com/top-150-real-estate-inv...

Monthly Visits **24.2K**

Monthly Visits

		Company	Total RE AUM 30/06/22 (€m)
▲	100=	Macquarie Asset Management	14,200
▼	102	Edmond de Rothschild REIM	13,623
▲	103	A.S.R. Real Estate	13,497
▼	104	Beacon Capital Partners	13,406
▼	105	MN Services	13,000
▲	106	Henderson Park	12,606
▼	107	American Realty Advisor	12,587
▼	108	Tikehau Capital	12,500
▼	109	Jamestown	12,301
▲	110	Rockwood Capital	12,196
▼	111	Catella	12,100 [1]
▼	112	Real I.S.	12,100
-	113	DeA Capital Real Estate	12,000
▼	114	DRA Advisors	11,439
▼	115	QIC	11,030
-	116	GuN Holding	10,820
▲	117	StepStone Group Real Estate	10,439
▼	118	MARK	9,764
▲	119	Redevco	9,700 [1]
▲	120	Slate Asset Management	9,555
▼	121	Vesteda Residential Fund	9,500 [2]
▼	122	COIMA	9,300 [2]
▲	123	ASB Real Estate Investments	9,196
▲	124	Sentinel Real Estate Corp.	9,086
-	125	Federated Hermes	9,041
▼	126	Swiss Finance & Property Group (SFP)	8,786
▼	127	KGAL Group	8,571
▲	128	Storebrand Asset Management	8,200
-	129	AllianceBernstein	8,124
▼	130	Amvest	8,000
▼	131	Investa	7,944
▼	132	Cromwell Property Group	7,900
▼	133	National Real Estate Advisors	7,448
▼	134	Hazelview Investments	7,405
▶	135	Landmark Partners	7,180
▼	136	Sonae Sierra	7,100 [2]
▼	137	KBS Realty Advisors	6,693
▼	138	MOMENI Group	6,500
▼	139	Intermediate Capital Group/ICG Real Estate	6,437
▲	140	Azora Capital	6,251 [1]
▼	141	SC Capital Partners Group	6,060
▼	142	Fiera Real Estate	5,927
▼	143	M7 Real Estate	5,813
▼	144	Torchlight Investors	5,052
▼	145	Knight Frank Investment Management	4,579 [1]
▼	146	Alpha Real Capital	4,470
▶	147	Cheyne Capital	4,423
-	148	Colony Investment Management	4,385
▼	149	GTIS Partners	4,340
-	150	Orion Capital Managers	4,263 [3]

Blackstone remains the largest global real estate investment manager with €305bn in assets under management

ESR has jumped from 53rd to 6th after acquiring ARA Asset Management (ranked 13th last year)

KKR has jumped from 62nd to 31st, more than doubling its AUM from €26.9bn

times of uncertainty, but their regulators are also pushing them to prioritise managing their existing exposure over new business. "We're seeing the banks really retrenching from this market, which clearly means that there is much less liquidity in the system," he says.

PGIM Real Estate is in a good position to view the situation in the debt markets. Around half of its assets under management constitute debt investments. And, of course, even alternative lenders like PGIM have similar challenges to deal with.

Amabile says: "Yes, the alternative [lenders] like our funds have grown up very significantly over the last 10 years after the global financial crisis, but they also have some legacy. Some of them have money to put out, but they have also to manage some of the situation which they have in their business – the penetration of these funds has been significant over the last few years."

But liquidity pressures are also coming from holders of equity. "We've always been saying that this is the cycle driven by the excess liquidity on the equity side, rather than on the debt side."

Equity liquidity is drying up for three main reasons, including the denominator effect of falling listed markets, which is causing investors to be over-allocated to real estate. The denominator effect is actually very significant, Amabile says. "Every discussion we're having with our investors [they say] we like real estate, but when I look to my allocation to real estate, within the context of my overall portfolio, this is now too high and so I need to figure something out before thinking about allocating money."

The second factor is that investors, like lenders, are becoming more risk averse, and the third relates to their own liquidity pressures. Many UK institutional investors were forced to look for liquidity in their portfolios following recent volatility in their domestic government bond markets – a phenomenon that other European investors fear might spread to their jurisdictions.

"They need to start selling some of these positions to generate liquidity," Amabile says. "And some of these real estate [assets] would be pretty good [to] reposition the portfolio. And, by the way, our discussion with UK institutional investors clearly points to that direction."

The other factor that has the potential to add to weight to the real estate downturn is the behaviour of rental markets. Investors have naturally looked to those parts of the asset class that can still provide rental growth – such housing and logistics – and potentially hedge the eroding effects of inflation. But even here there could shortcomings.

"We've been talking with investors all the time, particularly the ones sitting in US that [say], we still see a lot of rental growth in some of these asset classes, like industrial and residential – sometimes it's even higher than inflation… which is actually our way out of the crisis right now," he says. "But… rental growth is actually decelerating – it's not any more sustainable at the level that we have seen over the last couple of years."

Even in multifamily and single-family housing in the US and UK "we're seeing actually some sign of rental growth decelerating", which added to economic recession, and falling housing affordability is likely to put the sector's sector's net-operating

040-047-Top 150 Lead/info graphic (8pp).indd 43 28/11/2022 14:42

TOP 150

Company	Invel Real Estate Mngt.	Investa	IPUT Real Estate Dublin	ISPT	Ivanhoé Cambridge	Jamestown	J.P. Morgan Asset Mngt.	KBS Realty Advisors	Keppel Capital Holdings	KGAL Group	KKR Real Estate	Knight Frank Investment Mngt.
AUM 30/06/22 (€m)												
Total real estate AUM	**3,443.5**	**7,944**	**3,255**	**14,630.46**	**48,915** [3]	**12,301**	**128,368**	**6,693**	**22,392** [3]	**8,571**	**58,147**	**4,579** [a]
Geography (€m)												
Europe	3,443.5	0	3,255	0	7,754		8,001	0	718	8,571		
Americas	0	7,944	0	0	37,183		72,098	6,693	5,419	0		
Asia Pacific	0	0	0	14,630.46	2,938		4,587	0	16,255	0		
Rest of World	0	0	0	0	1,040		43,682	0	0	0		
Sector (€m)												
Office	**1,474.5**		**2,215**	**7,272.63**	**8,934**		**30,916**	**6,167**	**12,730**	**4,225**		
Europe	1,474.5		2,215	0	1,279		7,333	0	0	4,225		
Americas	0		0	0	7,619		22,717	6,167	1,763	0		
Asia Pacific	0		0	7,272.63	36		866	0	10,967	0		
Rest of World	0		0	0	0		0	0	0	0		
Retail	**997.4**		**421**	**5,164.56**	**7,353**		**10,521**	**129**	**131**	**1,656**		
Europe	997.4		421	0	139		0	0	0	1,656		
Americas	0		0	0	7,143		10,521	129	0	0		
Asia Pacific	0		0	5,164.56	71		0	0	131	0		
Rest of World	0		0	0	0		0	0	0	0		
Industrial/logistics	**86.9**		**474**	**1,559.93**	**9,508**		**19,327**	**142**	**457**	**383**		
Europe	86.9		474	0	1,107		669	0	0	383		
Americas	0		0	0	6,847		17,060	142	0	0		
Asia Pacific	0		0	1,559.93	805		1,608	0	457	0		
Rest of World	0		0	0	749		0	0	0	0		
Residential	**209.6**		**12**	**136.16**	**10,346**		**19,555**	**116**	**261**	**1,174**		
Europe	209.6		12	0	1,343		0	0	0	1,174		
Americas	0		0	0	8,973		17,754	116	196	0		
Asia Pacific	0		0	136.16	0		1,801	0	65	0		
Rest of World	0		0	0	30		0	0	0	0		
Hotels	**507.6**		**0**	**55.45**	**437**		**0**	**0**	**0**	**204**		
Europe	507.6		0	0	54		0	0	0	204		
Americas	0		0	0	383		0	0	0	0		
Asia Pacific	0		0	55.45	0		0	0	0	0		
Rest of World	0		0	0	0		0	0	0	0		
Student housing	**0**		**0**	**0**	**0**		**0**	**0**	**0**	**0**		
Europe	0		0	0	0		0	0	0	0		
Americas	0		0	0	0		0	0	0	0		
Asia-Pacific	0		0	0	0		0	0	0	0		
Rest of World	0		0	0	0		0	0	0	0		
Healthcare	**0**		**0**	**25.76**	**0**		**0**	**0**	**3,440**	**0**		
Europe	0		0	0	0		0	0	0	0		
Americas	0		0	0	0		0	0	3,460	0		
Asia-Pacific	0		0	25.76	0		0	0	0	0		
Rest of World	0		0	0	0		0	0	0	0		
Other	**167.5**		**133**	**415.97**	**12,255**		**48,039**	**139**	**5,353**	**929**		
Europe	167.5		133	0	3,832		0	0	718	929		
Americas	0		0	0	6,171		4,046	139	0	0		
Asia Pacific	0		0	415.97	1,991		311	0	4,635	0		
Rest of World	0		0	0	261		43,682	0	0	0		
Vehicles (€m)												
Open-ended pooled funds	**0**		**3,062**	**14,468.54**	**5,888**		**61,778**	**0**	**10,119**	**70**		
Europe	0		3,062	0	1,476		785	0		70		
Americas	0		0	0	3,719		57,773	0		0		
Asia Pacific	0		0	14,468.54	594		3,220	0		0		
Rest of World	0		0	0	99		0	0		0		
Closed-ended pooled funds	**2,995.1**		**0**	**0**	**0**		**4,325**	**4,901**	**6,528**	**5,892**		
Europe	2,995.1		0	0	0		3,753	0		5,892		
Americas	0		0	0	0		0	4,762		0		
Asia Pacific	0		0	0	0		572	139		0		
Rest of World	0		0	0	0		0	0		0		
Segregated/separate accounts	**0**		**0**	**161.92**	**0**		**16,658**	**1,792**	**1,893**	**2,609**		
Europe	0		0	0	0		3,465	0		2,609		
Americas	0		0	0	0		12,398	1,792		0		
Asia Pacific	0		0	161.92	0		795	0		0		
Rest of World	0		0	0	0		0	0		0		
Joint ventures	**461.3**		**193**	**0**	**37,082**		**0**	**0**	**3,852**	**0**		
Europe	461.3		193	0	4,055		0	0		0		
Americas	0		0	0	31,337		0	0		0		
Asia Pacific	0		0	0	911		0	0		0		
Rest of World	0		0	0	779		0	0		0		
Other			**0**	**0**	**5,945**		**45,607**	**0**	**0**	**0**		
Europe			0	0	2,223		0	0	0	0		
Americas			0	0	2,127		1,926	0	0	0		
Asia Pacific			0	0	1,433		0	0	0	0		
Rest of World			0	0	162		43,681	0	0	0		
Strategy (€m)												
Core/core-plus	**0**		**3,255**	**14,468.54**	**30,271**		**63,082**	**5,366**	**11,164**	**8,451**		
Europe	0		3,255	0	3,431		4,250	0		8,451		
Americas	0		0	0	26,233		54,246	5,227		0		
Asia Pacific	0		0	14,468.54	281		4,586	139		0		
Rest of World	0		0	0	326		0	0		0		
Value add	**0**		**0**	**0**	**9,136**		**15,188**	**1,327**	**3,786**	**120**		
Europe	0		0	0	1,673		0	0		120		
Americas	0		0	0	6,658		15,188	1,327		0		
Asia Pacific	0		0	0	480		0	0		0		
Rest of World	0		0	0	325		0	0		0		
Opportunistic	**3,430.7**		**0**	**136.16**	**9,508**		**4,489**	**0**	**3,656**	**0**		
Europe	3,430.7		0	0	2,650		3,753	0		0		
Americas	0		0	0	4,292		736	0		0		
Asia Pacific	0		0	136.16	2,177		0	0		0		
Rest of World	0		0	0	389		0	0		0		
Other	**12.8**		**0**	**25.76**	**0**		**45,607**	**0**	**3,786**	**0**		
Europe	12.8		0	0	0		0	0		0		
Americas	0		0	0	0		1,926	0		0		
Asia Pacific	0		0	25.76	0		0	0		0		
Rest of World	0		0	0	0		43,681	0		0		
Debt investment (€m)	**12.8**				**747**		**1,467**					
Europe	12.8				150		0					
Americas	0				501		1,467					
Asia Pacific	0				95		0					
Rest of World	0				1		0					

(1) As at 31/12/21; (2) Sector breakdown covers underlying direct real estate assets within the firm's direct fund range only. It does not include cash/other assets within those funds, or look through to the underlying exposure of the Indirect Real Estate funds; (3) Sector breakdown represents the Gross Fair Value of real estate assets held by all accounts. (4) As at 31/03/22; (5) As at 30/09/22; (a) Sector breakdown relates to GAV of real estate investments; (7) As at

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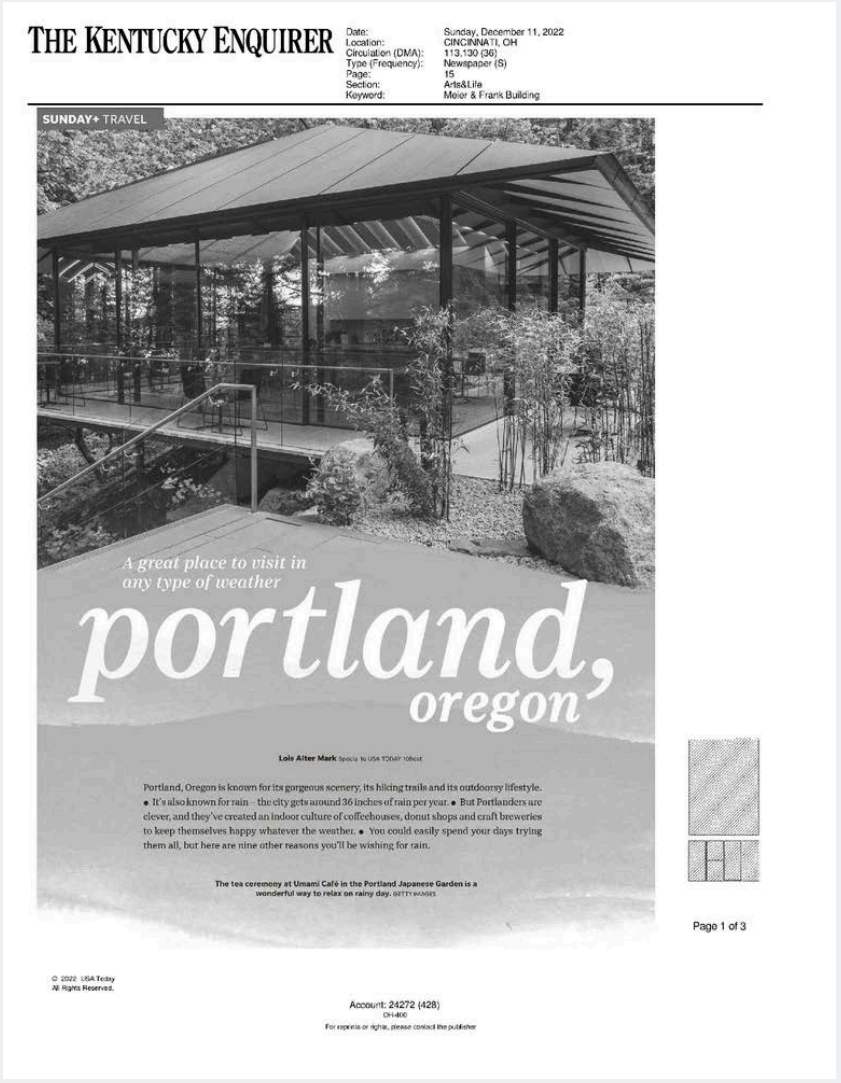
The Kentucky Enquirer



THE KENTUCKY ENQUIRER

Date: Sunday, December 11, 2022
Location: CINCINNATI, OH
Circulation (DMA): 113,130 (36)
Type (Frequency): Newspaper (S)
Page: 15
Section: Arts&Life
Keyword: Meier & Frank Building

SUNDAY+ TRAVEL

A great place to visit in any type of weather

portland, oregon

Lois Alter Mark Special to USA TODAY 10Best

Portland, Oregon is known for its gorgeous scenery, its hiking trails and its outdoorsy lifestyle. • It's also known for rain – the city gets around 36 inches of rain per year. • But Portlanders are clever, and they've created an indoor culture of coffeehouses, donut shops and craft breweries to keep themselves happy whatever the weather. • You could easily spend your days trying them all, but here are nine other reasons you'll be wishing for rain.

The tea ceremony at Umami Café in the Portland Japanese Garden is a wonderful way to relax on rainy day. GETTY IMAGES

Page 1 of 3

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December 11, 2022 OTHER

The Kentucky Enquirer (56-000)

Monthly Visits **113K**

Monthly Visits

THE KENTUCKY ENQUIRER
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The Nines

Located in the historic Meier & Frank Building, this luxury hotel is such a cozy place to hole up for a few days. If you can bear to leave your beautifully-appointed room, there are lots of comfy spots to explore, such as the library – filled with floor-to-ceiling bookshelves – and an indoor atrium surrounded by art.

Also check out their two top-notch restaurants – Departure, on the top floor, offers modern Asian food, the largest sake selection in the city and fantastic views, while Urban Farmer is all about local, sustainable dishes. Thankfully, the Nines' fitness center never closes, so you can work off some of those calories.

Twisted Croissant

Okay, you may be better off not knowing about this little gem because you'll want it to become your morning (or afternoon or anytime) routine. Each croissant at Twisted Croissant takes three days to make – and about five minutes to eat. You'll try to slow down to really savor the flavor, but it becomes harder and harder as you taste every flaky layer.

There's a pain au chocolat that puts others to shame, but there are also pastries like the banana maple croissant donut and the pumpkin praline cruffin that will throw you into a tizzy. Because these decisions are just too challenging, don't be surprised to hear yourself ordering one of each. Sorry.

Oregon Museum of Science and Industry

The museum's official title, "Oregon Museum of Science and Industry," belies the pure fun you'll have there, so locals simply refer to it as OMSI.

Five halls are filled with more than 200 interactive activities and exhibits. You can don goggles and conduct a chemistry experiment, get shaken up in an earthquake simulation, solve real-life puzzles and design your own city. Warning: You may have to fight off some little kids to get a turn.

Umami Café, Portland Japanese Garden

This world-renowned Japanese Garden is beautiful even when the weather's not, but the best way to enjoy it on one of those days is in the Umami Café, its authentic Japanese teahouse.

Floating over the hillside, the café's design is inspired by the Kiyomizu-dera temple in Kyoto and is a lovely setting for a traditional tea ceremony. You can choose from a carefully curated selection of teas along with sweet or savory accompaniments, and you'll feel so relaxed, you'll want to make this a daily habit.

Portland Art Museum

It's not surprising that this museum is considered Oregon's leading cultural institution. Representing a wide variety of diverse communities, with a mission of inclusion for all, the Portland Art Museum houses more than 42,000 objects reflecting the history of art from ancient times to today.

With more than 112,000 square feet of gallery space, Portland Art Museum ranks in the country's top 25 largest art museums, making it an ideal place to spend a rainy day. It also has a homey coffee shop and museum store.

Pine Street Market

This city's first food hall nails it, housing some of Portland's favorites all under one roof. That roof just happens to be on the famous Carriage & Baggage Building, which is listed on the National Register of Historic Places.

Whatever you're craving, from Pleasure Burger to Kotsu Ramen to Pine Street Tap Room, you'll find it here. Quickly becoming the place to meet up with friends or simply answer a craving, Pine Street Market is poised to make history itself.

Powell's City of Books

Known as the largest independent

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Page: 15
Section: Arts&Life
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bookstore in the world, Powell's flagship shop takes up an entire city block and is home to one million new and used books. Nine color-coded rooms are categorized into 3,500 sections, making it impossible not to find something you want to read. More accurately, it's impossible not to find dozens of books you want to read, so keep room in your suitcase.

Visit the Rare Book Room (open on weekends), grab some bookmarks with suggested reading lists and settle in with your purchases in the coffee shop or one of the inviting nooks and crannies. For readers, there is no better place to spend a cold, wet day than this iconic Portland landmark.

MadeHere PDX

If you can't hit the Portland Saturday Market, MadeHere PDX is a great indoor option for finding the best locally-made handcrafted goods.

Portland is a paradise for makers, and 150 of them are represented here. You'll find everything from unique jewelry and housewares to sauces and soaps. These are the real souvenirs to bring home from a city where creativity reigns.

10Best is a part of the USA TODAY Network — providing an authentically local point of view on destinations around the world — in addition to travel and lifestyle advice.

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Corpus Christi Caller Times

Corpus Christi Caller Times

Date: Sunday, December 11, 2022
Location: CORPUS CHRISTI, TX
Circulation (DMA): 9,296 (130)
Type (Frequency): Newspaper (S)
Page: 6
Section: Classifieds
Keyword: Meier & Frank Building

A great place to visit in any type of weather

portland, oregon

Lois Alter Mark

Portland, Oregon is known for its gorgeous scenery, its hiking trails and its outdoorsy lifestyle. • It's also known for rain – the city gets around 36 inches of rain per year. • But Portlanders are clever, and they've created an indoor culture of coffeehouses, donut shops and craft breweries to keep themselves happy whatever the weather. • You could easily spend your days trying them all, but here are nine other reasons you'll be wishing for rain.

The tea ceremony at Umami Café in the Portland Japanese Garden is a wonderful way to relax on rainy day. GETTY IMAGES

Page 1 of 3

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December 11, 2022 OTHER

Corpus Christi Caller Times (56-000)

Monthly Visits **9.3K**

Monthly Visits

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Keyword: Meier & Frank Building

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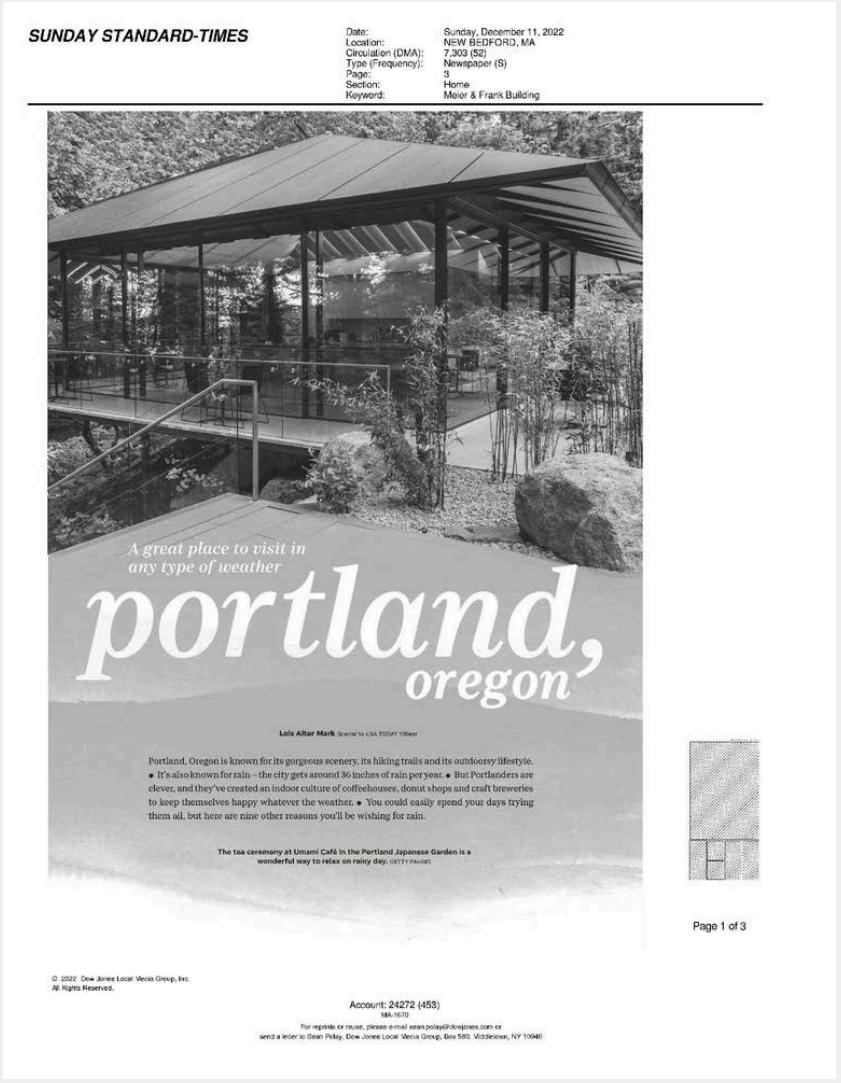
Sunday Standard Times



SUNDAY STANDARD-TIMES

Date: Sunday, December 11, 2022
Location: NEW BEDFORD, MA
Circulation (DMA): 7,303 (52)
Type (Frequency): Newspaper (S)
Page: 3
Section: Home
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December 11, 2022 OTHER

Sunday Standard Times (56-000)

Monthly Visits **7.3K**

Monthly Visits

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Known as the largest independent bookstore in the world, Powell's flagship

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Herald-Journal

December 11, 2022 OTHER

Herald-Journal (56-000)

Monthly Visits **8.62K**

Monthly Visits

Herald-Journal
Date: Sunday, December 11, 2022
Location: SPARTANBURG, SC
Circulation (DMA): 8,618 (35)
Type (Frequency): Newspaper (S)
Page: 3
Section: Arts & Leisure
Keyword: Meier & Frank Building

The Nines

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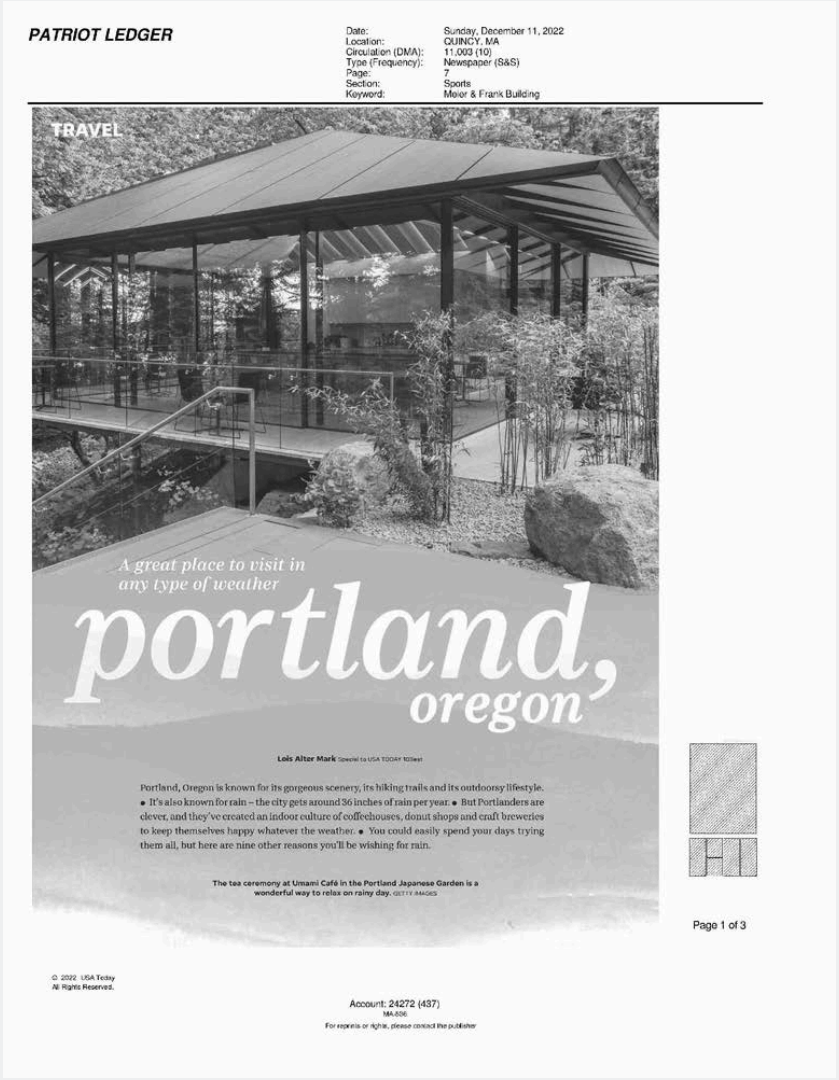
Patriot Ledger



PATRIOT LEDGER

Date: Sunday, December 11, 2022
Location: QUINCY, MA
Circulation (DMA): 11,003 (10)
Type (Frequency): Newspaper (S&S)
Page: 7
Section: Sports
Keyword: Meier & Frank Building

TRAVEL

A great place to visit in any type of weather

portland, oregon

Lois Alter Mark Special to USA TODAY 10Best

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Page 1 of 3

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December 11, 2022 OTHER

Patriot Ledger (56-000)

Monthly Visits **11K**

Monthly Visits

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Circulation (DMA): 11,003 (10)
Type (Frequency): Newspaper (S&S)
Page: 7
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Circulation (DMA): 11,003 (10)
Type (Frequency): Newspaper (S&S)
Page: 7
Section: Sports
Keyword: Meier & Frank Building

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Democrat and Chronicle

Democrat and Chronicle

Date: Sunday, December 11, 2022
Location: ROCHESTER, NY
Circulation (DMA): 55,002 (77)
Type (Frequency): Newspaper (S)
Page: 8D
Section: Arts
Keyword: Meier & Frank Building

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December 11, 2022 OTHER

Democrat and Chronicle (56-000)

Monthly Visits **55K**

Monthly Visits

Democrat and Chronicle

Date: Sunday, December 11, 2022
Location: ROCHESTER, NY
Circulation (DMA): 55,002 (77)
Type (Frequency): Newspaper (S)
Page: 8D
Section: Arts
Keyword: Meier & Frank Building

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Type (Frequency): Newspaper (S)
Page: 8D
Section: Arts
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Press Journal

Press Journal

Date: Sunday, December 11, 2022
Location: VERO BEACH, FL
Circulation (DMA): 100,690 (39)
Type (Frequency): Newspaper (S)
Page: 1
Section: TravelToday
Keyword: Meier & Frank Building

TRAVELTODAY

A great place to visit in any type of weather

portland, oregon

Lois Alter Mark Special to USA TODAY NSlest

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December 11, 2022 OTHER

Press Journal (56-000)

Monthly Visits **101K**

Monthly Visits

Press Journal

Date: Sunday, December 11, 2022
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Type (Frequency): Newspaper (S)
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Keyword: Meier & Frank Building

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Type (Frequency): Newspaper (S)
Page: 1
Section: TravelToday
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The Record

The Record

Date: Sunday, December 11, 2022
Location: HACKENSACK, NJ
Circulation (DMA): 80,629 (1)
Type (Frequency): Newspaper (S)
Page: F10
Section: Life
Keyword: Meier & Frank Building

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December 11, 2022 OTHER

The Record (56-000)

Monthly Visits **80.6K**

Monthly Visits

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The Stuart News

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Date: Sunday, December 11, 2022
Location: STUART, FL
Circulation (DMA): 51,122 (39)
Type (Frequency): Newspaper (S)
Page: 1
Section: TravelToday
Keyword: Meier & Frank Building

TRAVELTODAY

A great place to visit in any type of weather

portland, oregon

Lois Alter Mark Special to USA TODAY 10Best

Portland, Oregon is known for its gorgeous scenery, its hiking trails and its outdoorsy lifestyle. • It's also known for rain – the city gets around 36 inches of rain per year. • But Portlanders are clever, and they've created an indoor culture of coffeehouses, donut shops and craft breweries to keep themselves happy whatever the weather. • You could easily spend your days trying them all, but here are nine other reasons you'll be wishing for rain.

The tea ceremony at Umami Café in the Portland Japanese Garden is a wonderful way to relax on rainy day. BETTY SANDS

Page 1 of 3

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December 11, 2022 OTHER

The Stuart News (56-000)

Monthly Visits **51.1K**

Monthly Visits

The Stuart News

Date: Sunday, December 11, 2022
Location: STUART, FL
Circulation (DMA): 51,122 (39)
Type (Frequency): Newspaper (S)
Page: 1
Section: TravelToday
Keyword: Meier & Frank Building

The Nines

Located in the historic Meier & Frank Building, this luxury hotel is such a cozy place to hole up for a few days. If you can bear to leave your beautifully-appointed room, there are lots of comfy spots to explore, such as the library – filled with floor-to-ceiling bookshelves – and an indoor atrium surrounded by art.

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Powell's City of Books

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The Palm Beach Post

The Palm Beach Post

Date: Sunday, December 11, 2022
Location: WEST PALM BEACH, FL
Circulation (DMA): 41,395 (39)
Type (Frequency): Newspaper (S)
Page: F3
Section: Accent
Keyword: Meier & Frank Building

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December 11, 2022 OTHER

The Palm Beach Post (56-000)

Monthly Visits **41.4K**

Monthly Visits

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Desert Sun

DESERT SUN

Date: Sunday, December 11, 2022
Location: PALM SPRINGS, CA
Circulation (DMA): 15,553 (2)
Type (Frequency): Newspaper (S)
Page: 5
Section: Arts&Culture
Keyword: Meier & Frank Building

TRAVEL

A great place to visit in any type of weather

portland, oregon

Lois Alter Mark

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December 11, 2022 OTHER

The Desert Sun (56-000)

Monthly Visits **15.6K**

Monthly Visits

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Date: Sunday, December 11, 2022
Location: PALM SPRINGS, CA
Circulation (DMA): 15,553 (2)
Type (Frequency): Newspaper (S)
Page: 5
Section: Arts&Culture
Keyword: Meier & Frank Building

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Powell's City of Books

Known as the largest independent

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Type (Frequency): Newspaper (S)
Page: 5
Section: Arts&Culture
Keyword: Meier & Frank Building

bookstore in the world, Powell's flagship shop takes up an entire city block and is home to one million new and used books. Nine color-coded rooms are categorized into 3,500 sections, making it impossible not to find something you want to read. More accurately, it's impossible not to find dozens of books you want to read, so keep room in your suitcase.

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The Cincinnati Enquirer

THE CINCINNATI ENQUIRER

Date: Sunday, December 11, 2022
Location: CINCINNATI, OH
Circulation (DMA): 135,326 (36)
Type (Frequency): Newspaper (S)
Page: O:15
Section: Arts & Life
Keyword: Meier & Frank Building

SUNDAY+ TRAVEL

A great place to visit in any type of weather

portland, oregon

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December 11, 2022 OTHER

The Cincinnati Enquirer (56-000)

Monthly Visits **135K**

Monthly Visits

THE CINCINNATI
ENQUIRER

Date: Sunday, December 11, 2022
Location: CINCINNATI, OH
Circulation (DMA): 135,326 (36)
Type (Frequency): Newspaper (S)
Page: O15
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Circulation (DMA): 135,326 (36)
Type (Frequency): Newspaper (S)
Page: O15
Section: Arts & Life
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St. Cloud Times

Times ST. CLOUD

Date: Sunday, December 11, 2022
Location: ST. CLOUD, MN
Circulation (DMA): 9,358 (14)
Type (Frequency): Newspaper (S)
Page: 3
Section: SundayLife
Keyword: Meier & Frank Building

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December 11, 2022 OTHER

St. Cloud Times (56-000)

Monthly Visits **9.36K**

Monthly Visits

ST. CLOUD Times

Date: Sunday, December 11, 2022
Location: ST. CLOUD, MN
Circulation (DMA): 9,358 (14)
Type (Frequency): Newspaper (S)
Page: 3
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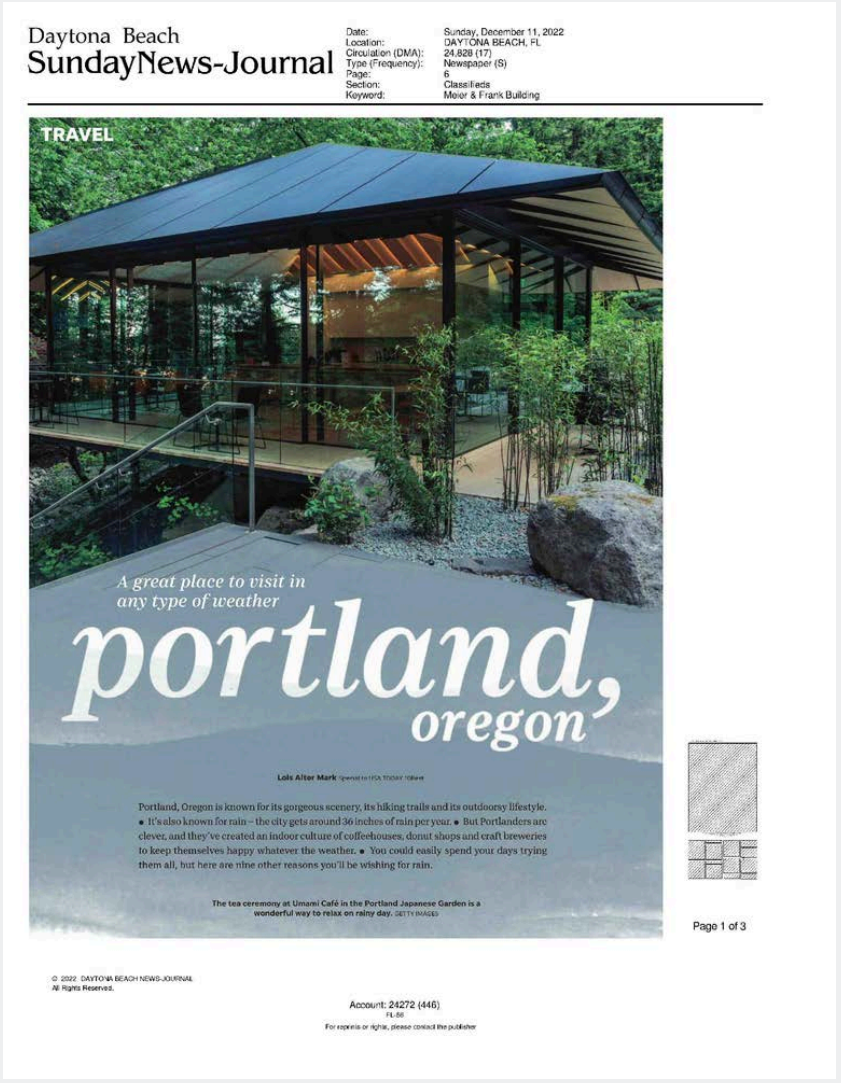
Daytona Beach Sunday



Daytona Beach
SundayNews-Journal

Date: Sunday, December 11, 2022
Location: DAYTONA BEACH, FL
Circulation (DMA): 24,828 (17)
Type (Frequency): Newspaper (S)
Page: 6
Section: Classifieds
Keyword: Meier & Frank Building

TRAVEL

A great place to visit in any type of weather

portland, oregon

Lois Alter Mark

Portland, Oregon is known for its gorgeous scenery, its hiking trails and its outdoorsy lifestyle. • It's also known for rain – the city gets around 36 inches of rain per year. • But Portlanders are clever, and they've created an indoor culture of coffeehouses, donut shops and craft breweries to keep themselves happy whatever the weather. • You could easily spend your days trying them all, but here are nine other reasons you'll be wishing for rain.

The tea ceremony at Umami Café in the Portland Japanese Garden is a wonderful way to relax on rainy day. GETTY IMAGES

Page 1 of 3

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December 11, 2022 OTHER

Daytona Beach Sunday (56-000)

Monthly Visits **24.8K**

Monthly Visits

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SundayNews-Journal

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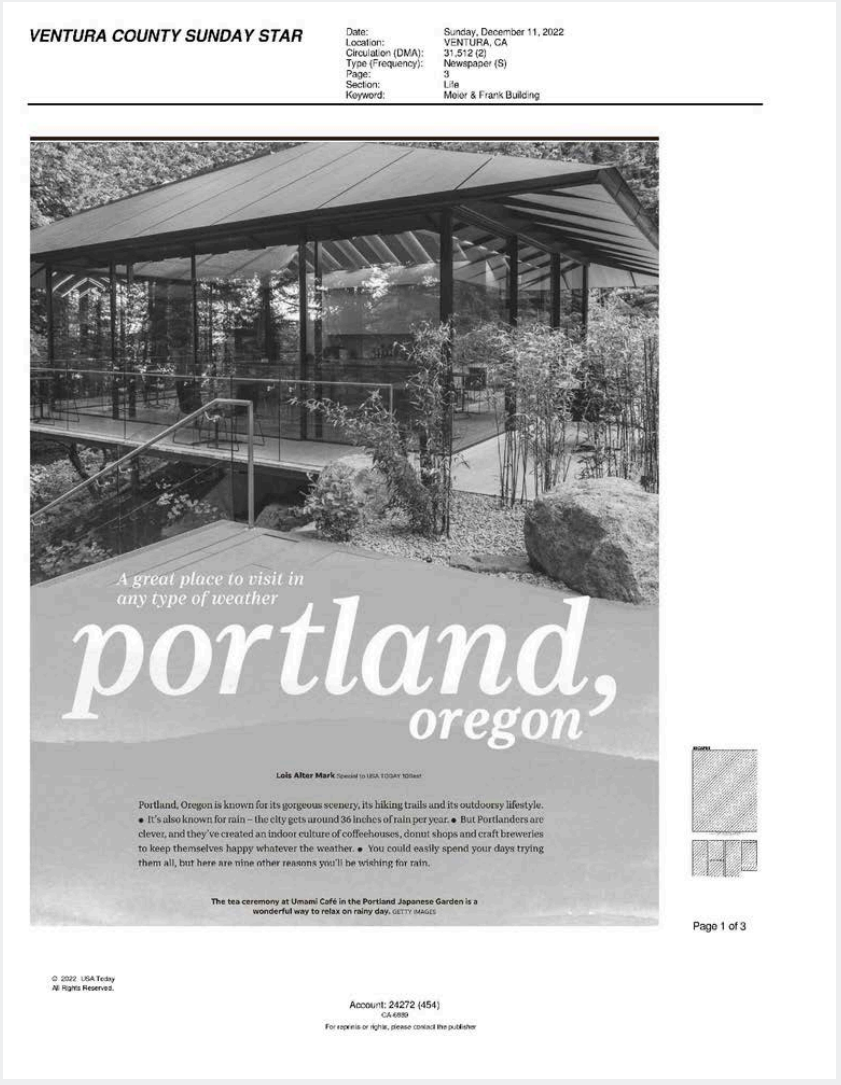
Ventura County Sunday Star



VENTURA COUNTY SUNDAY STAR

Date: Sunday, December 11, 2022
Location: VENTURA, CA
Circulation (DMA): 31,512 (2)
Type (Frequency): Newspaper (S)
Page: 3
Section: Life
Keyword: Meier & Frank Building

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Lois Alter Mark Special to USA TODAY 10Best

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The tea ceremony at Umami Café in the Portland Japanese Garden is a wonderful way to relax on rainy day. GETTY IMAGES

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December 11, 2022 OTHER

Ventura County Sunday Star (56-000)

Monthly Visits **31.5K**

Monthly Visits

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The News-Star

The News-Star
Date: Sunday, December 11, 2022
Location: MONROE, LA
Circulation (DMA): 4,817 (143)
Type (Frequency): Newspaper (S)
Page: 1,4
Section: Names & Faces
Keyword: Meier & Frank Building

NAMES&FACES

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Page 1 of 3

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December 11, 2022 OTHER

The News-Star (56-000)

Monthly Visits **4.82K**

Monthly Visits

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Location: MONROE, LA
Circulation (DMA): 4,817 (143)
Type (Frequency): Newspaper (S)
Page: 1,4
Section: Names & Faces
Keyword: Meier & Frank Building

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See PORTLAND, Page 4C

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Powell's City of Books

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Record Searchlight

December 11, 2022 OTHER

Record Searchlight (56-000)

Monthly Visits **6.65K**

Monthly Visits

RECORD SEARCHLIGHT

Date: Sunday, December 11, 2022
Location: REDDING, CA
Circulation (DMA): 6,652 (132)
Type (Frequency): Newspaper (S)
Page: 1,2
Section: Lifestyles
Keyword: Meier & Frank Building

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Type (Frequency): Newspaper (S)
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Section: Lifestyles
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The display case at Twisted Croissant is filled with impossible choices. LOIS ALTER MARK/SPECIAL TO USA TODAY 10BEST

The Nines is all about luxury and comfort. THE NINES

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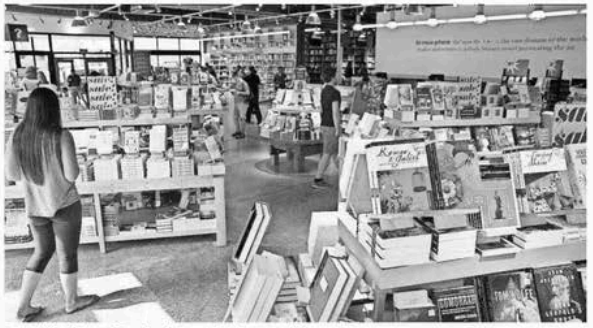

Powell's City of Books is a reader's paradise. TRAVEL PORTLAND

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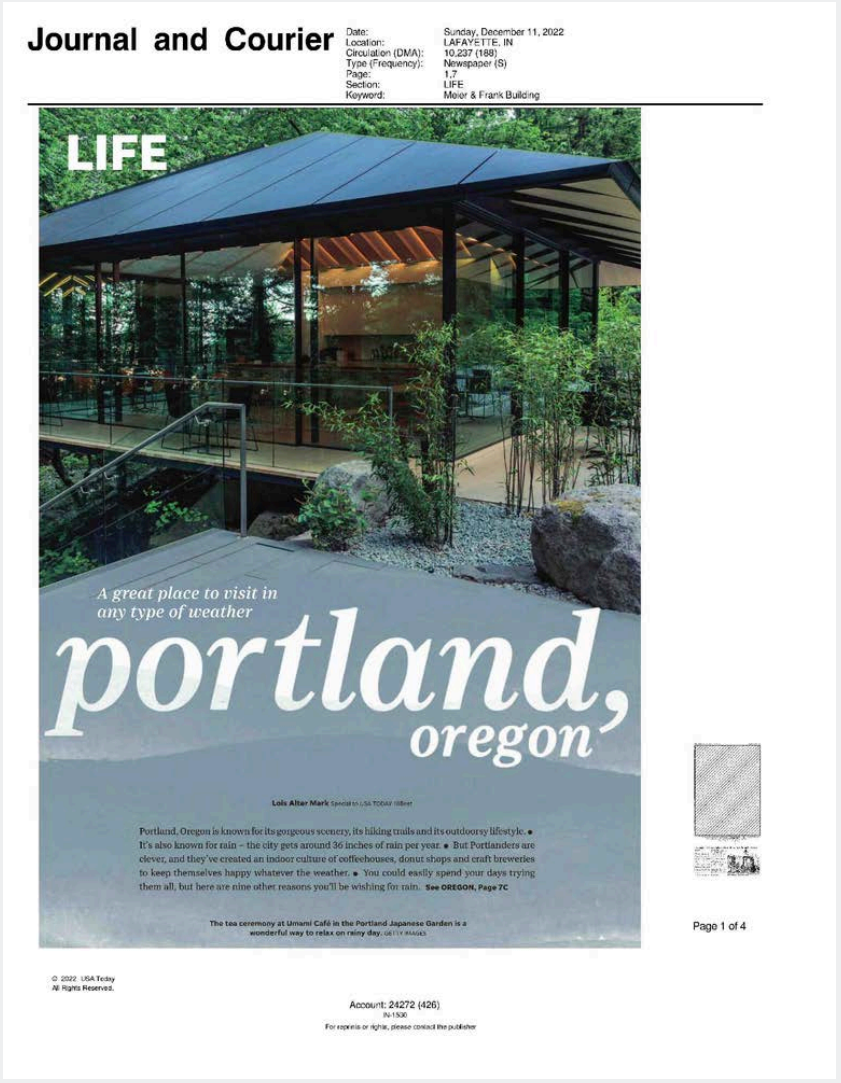
Journal and Courier



Journal and Courier

Date: Sunday, December 11, 2022
Location: LAFAYETTE, IN
Circulation (DMA): 10,237 (188)
Type (Frequency): Newspaper (S)
Page: 1,7
Section: LIFE
Keyword: Meier & Frank Building

LIFE

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Page 1 of 4

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December 11, 2022 OTHER

Journal and Courier (56-000)

Monthly Visits **10.2K**

Monthly Visits

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Journal and Courier
Date: Sunday, December 11, 2022
Location: LAFAYETTE, IN
Circulation (DMA): 10,237 (188)
Type (Frequency): Newspaper (S)
Page: 1,7
Section: LIFE
Keyword: Meier & Frank Building

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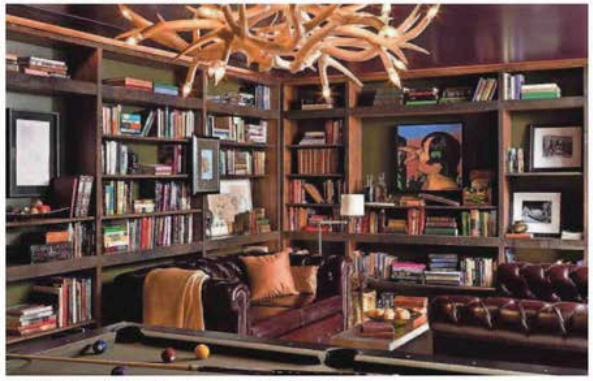
The display case at Twisted Croissant is filled with impossible choices. LOIS ALTER MARK/SPECIAL TO USA TODAY 10BEST



The Nines is all about luxury and comfort. THE NINES

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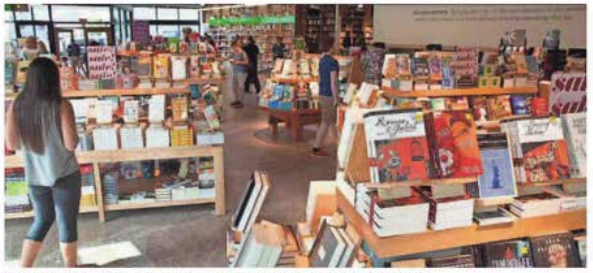

Powell's City of Books is a reader's paradise. TRAVEL PORTLAND

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News Journal

NEWS JOURNAL

Date: Monday, December 12, 2022
Location: WILMINGTON, DE
Circulation (DMA): 24,113 (4)
Type (Frequency): Newspaper (D)
Page: 1,2
Section: Life
Keyword: Meier & Frank Building

A great place to visit in any type of weather

portland, oregon

Lois Alter Mark Special to USA TODAY NETWORK

Portland, Oregon is known for its gorgeous scenery, its hiking trails and its outdoorsy lifestyle. • It's also known for rain – the city gets around 36 inches of rain per year. • But Portlanders are clever, and they've created an indoor culture of coffeehouses, donut shops and craft breweries to keep themselves happy whatever the weather. • You could easily spend your days trying them all, but here are nine other reasons you'll be wishing for rain. See OREGON, Page 2B

The tea ceremony at Umami Café in the Portland Japanese Garden is a wonderful way to relax on rainy day. GETTY IMAGES

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December 12, 2022 OTHER

The News Journal (56-000)

Monthly Visits **24.1K**

Monthly Visits

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Date: Monday, December 12, 2022
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Circulation (DMA): 24,113 (4)
Type (Frequency): Newspaper (D)
Page: 1,2
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Keyword: Meier & Frank Building

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Page: 1,2
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Keyword: Meier & Frank Building

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Page: 1,2
Section: Life
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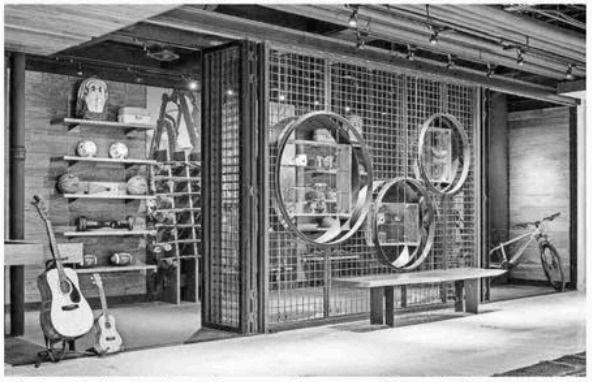

The Gear Shed at Hotel Zags has everything you need for a rainy (or sunny) day
HOTEL ZAGS PORTLAND

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Panama City News Herald

PANAMA CITY NEWS HERALD

Date: Monday, December 12, 2022
Location: PANAMA CITY, FL
Circulation (DMA): 7,341 (153)
Type (Frequency): Newspaper (D)
Page: 3,4
Section: Sports
Keyword: Meier & Frank Building

A great place to visit in any type of weather

portland, oregon

Lois Alter Mark

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TRAVEL

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December 12, 2022 OTHER

Panama City News Herald (56-000)

Monthly Visits **7.34K**

Monthly Visits

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Type (Frequency): Newspaper (D)
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Location: PANAMA CITY, FL
Circulation (DMA): 7,341 (153)
Type (Frequency): Newspaper (D)
Page: 3,4
Section: Sports
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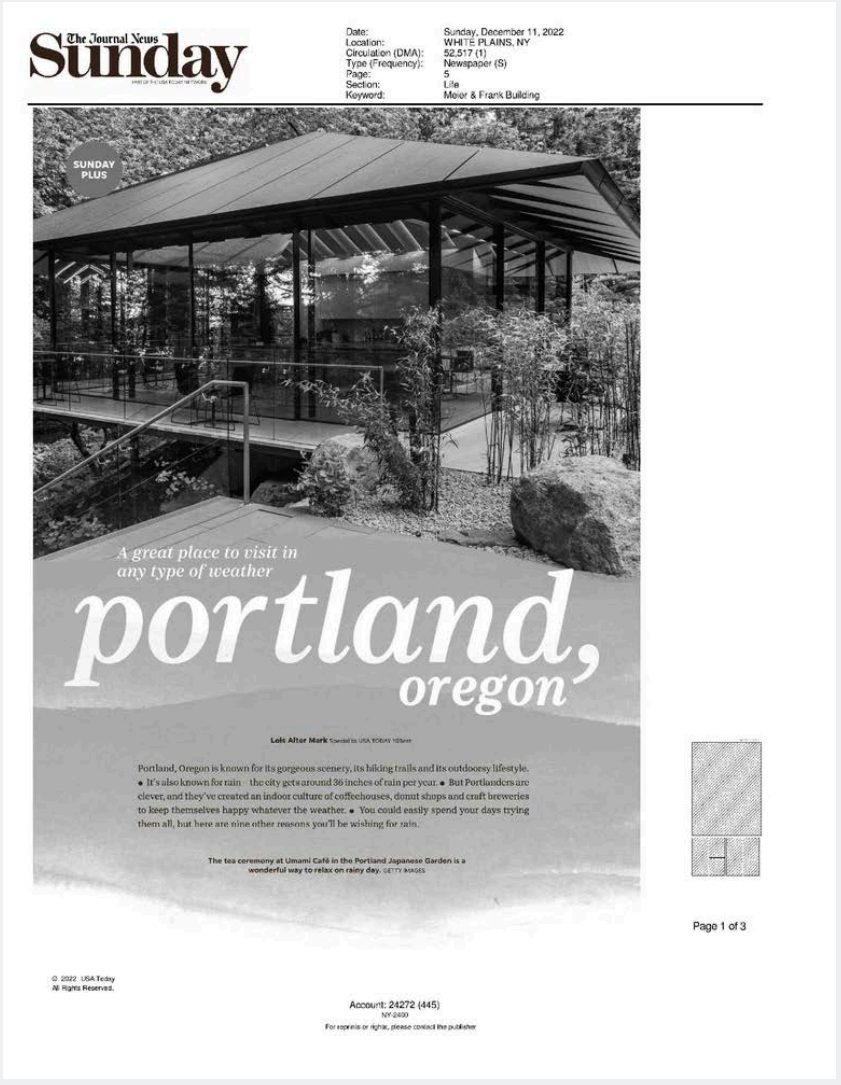
The Journal News Sunday



The Journal News Sunday

Date: Sunday, December 11, 2022
Location: WHITE PLAINS, NY
Circulation (DMA): 52,517 (1)
Type (Frequency): Newspaper (S)
Page: 5
Section: Life
Keyword: Meier & Frank Building

SUNDAY PLUS

A great place to visit in any type of weather

portland, oregon

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Page 1 of 3

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December 11, 2022 OTHER

The Journal News Sunday (56-000)

Monthly Visits **98.4K**

Monthly Visits

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Date: Sunday, December 11, 2022
Location: WHITE PLAINS, NY
Circulation (DMA): 52,517 (1)
Type (Frequency): Newspaper (S)
Page: 5
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Keyword: Meier & Frank Building

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Type (Frequency): Newspaper (S)
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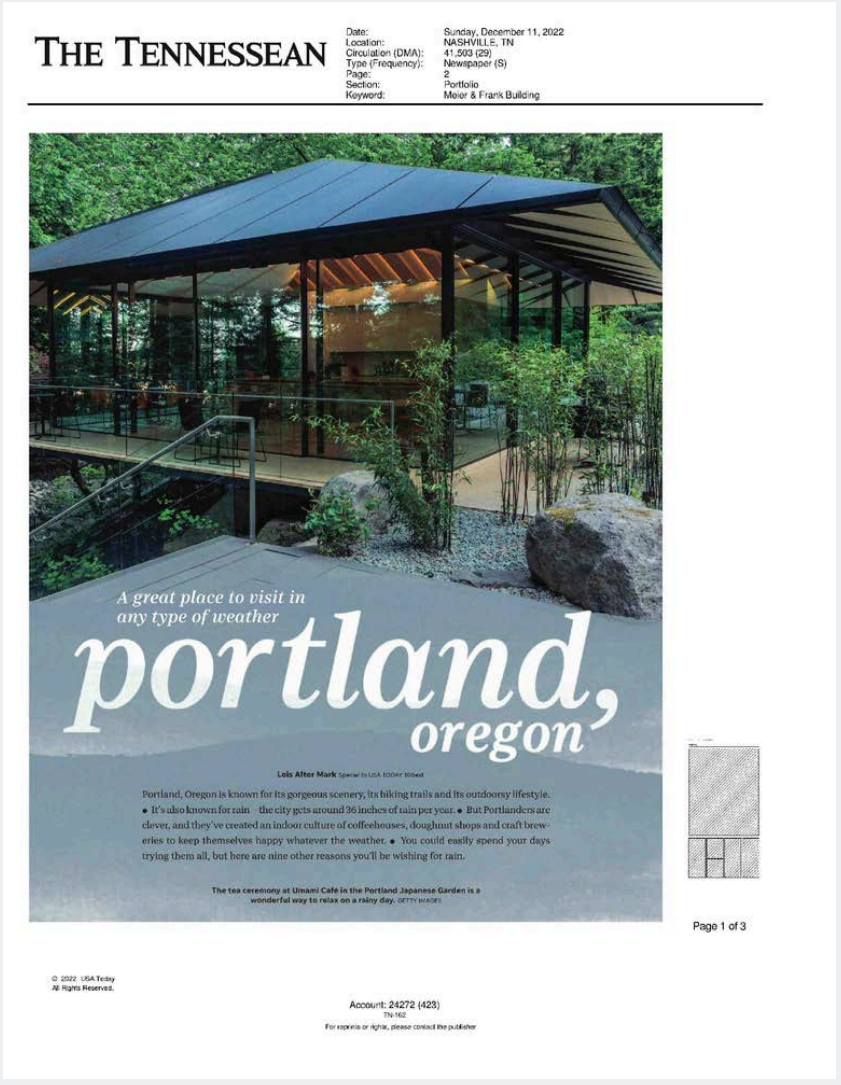
The Tennessean



THE TENNESSEAN

Date: Sunday, December 11, 2022
Location: NASHVILLE, TN
Circulation (DMA): 41,503 (29)
Type (Frequency): Newspaper (S)
Page: 2
Section: Portfolio
Keyword: Meier & Frank Building

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Page 1 of 3

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December 11, 2022 OTHER

The Tennessean (56-000)

Monthly Visits **41.5K**

Monthly Visits

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Asbury Park Press

app
ASBURY PARK PRESS

Date: Sunday, December 11, 2022
Location: NEPTUNE, NJ
Circulation (DMA): 60,020 (1)
Type (Frequency): Newspaper (S)
Page: E7
Section: Life
Keyword: Meier & Frank Building

A great place to visit in any type of weather

portland, oregon

Lois Alter Mark Special to USA TODAY 10Best

Portland, Oregon is known for its gorgeous scenery, its hiking trails and its outdoorsy lifestyle. • It's also known for rain – the city gets around 36 inches of rain per year. • But Portlanders are clever, and they've created an indoor culture of coffeehouses, donut shops and craft breweries to keep themselves happy whatever the weather. • You could easily spend your days trying them all, but here are nine other reasons you'll be wishing for rain.

The tea ceremony at Umami Café in the Portland Japanese Garden is a wonderful way to relax on rainy day. GETTY IMAGES

Page 1 of 3

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December 11, 2022 OTHER

Asbury Park Press (56-000)

Monthly Visits

60K

Monthly Visits

app
ASBURY PARK PRESS

Date: Sunday, December 11, 2022
Location: NEPTUNE, NJ
Circulation (DMA): 60,020 (1)
Type (Frequency): Newspaper (S)
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The Nines

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Also check out their two top-notch restaurants – Departure, on the top floor, offers modern Asian food, the largest sake selection in the city and fantastic views, while Urban Farmer is all about local, sustainable dishes. Thankfully, the Nines' fitness center never closes, so you can work off some of those calories.

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The museum's official title, "Oregon Museum of Science and Industry," belies the pure fun you'll have there, so locals simply refer to it as OMSI.

Five halls are filled with more than 200 interactive activities and exhibits. You can don goggles and conduct a chemistry experiment, get shaken up in an earthquake simulation, solve real-life puzzles and design your own city. Warning: You may have to fight off some little kids to get a turn.

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Type (Frequency): Newspaper (S)
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Florida Times-Union

FLORIDA TIMES-UNION

Date: Sunday, December 11, 2022
Location: JACKSONVILLE, FL
Circulation (DMA): 68,212 (43)
Type (Frequency): Newspaper (S)
Page: 4,5
Section: Life
Keyword: Meier & Frank Building

Portland, OREGON

A great place to visit in any type of weather

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See TRAVEL, Page 5D

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December 11, 2022 OTHER

Florida Times-Union (56-000)

Monthly Visits **69.2K**

Monthly Visits

FLORIDA TIMES-UNION

Date: Sunday, December 11, 2022
Location: JACKSONVILLE, FL
Circulation (DMA): 68,212 (43)
Type (Frequency): Newspaper (S)
Page: 4,5
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Pine Street Market is Portland's first food hall PINE STREET MARKET

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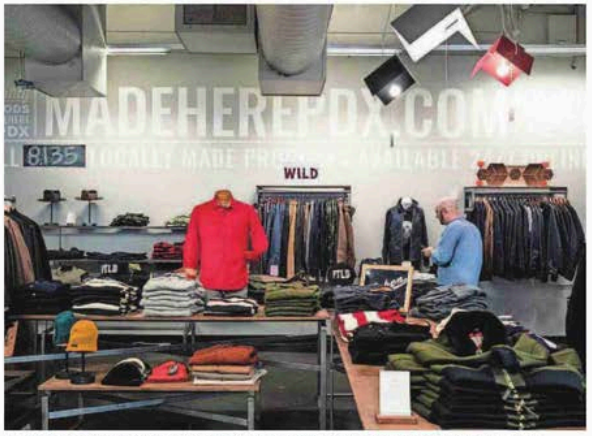
The display case at Twisted Croissant is filled with impossible choices LOIS ALTER MARK



Buy handcrafted items from local makers at MadeHere PDX TRAVEL PORTLAND

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Austin American-Statesman

Austin American-Statesman

Date: Saturday, December 10, 2022
Location: AUSTIN, TX
Circulation (DMA): 34,592 (38)
Type (Frequency): Newspaper (D)
Page: D1,D2
Section: Austin 360
Keyword: Meier & Frank Building

A great place to visit in any type of weather

portland, oregon

Lois Alter Mark

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See OREGON, Page 2D

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December 10, 2022 OTHER

Austin American-Statesman (56-000)

Monthly Visits **34.6K**

Monthly Visits

Austin American-Statesman

Date: Saturday, December 10, 2022
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Circulation (DMA): 34,592 (38)
Type (Frequency): Newspaper (D)
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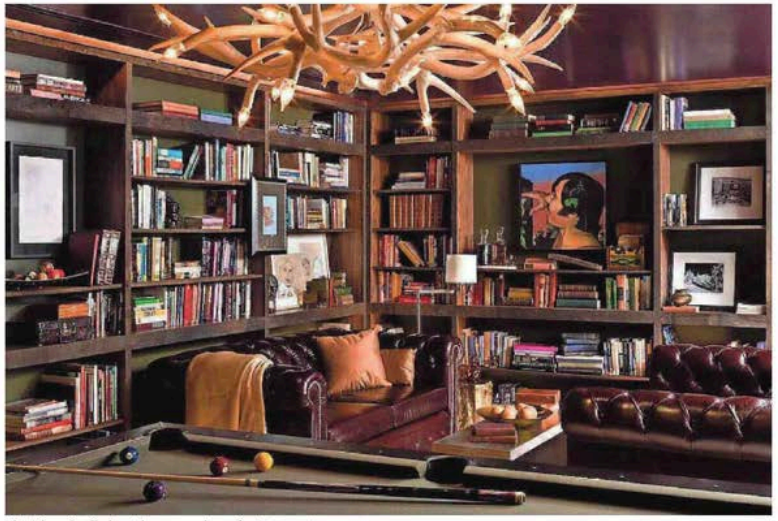
Section: Austin 360
Keyword: Meier & Frank Building

The display case at Twisted Croissant is filled with wonderful choices. LOIS ALTER MARK/SPECIAL TO USA TODAY 10BEST



The Nines is all about luxury and comfort. THE NINES

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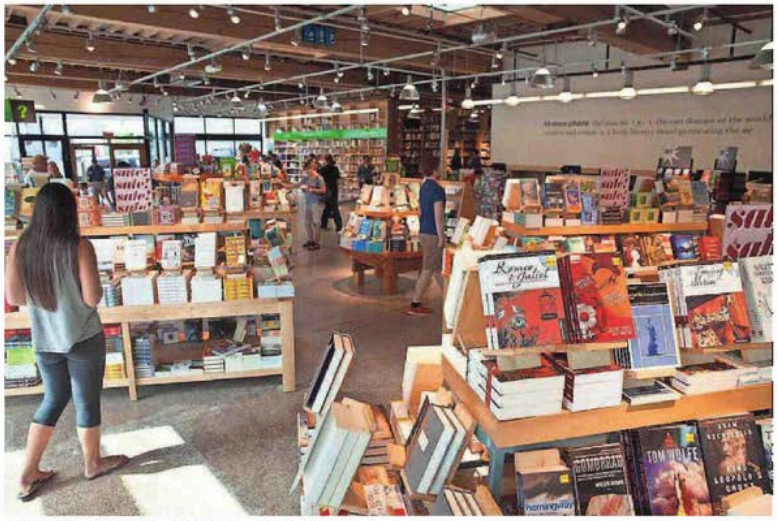

Powell's City of Books is a reader's paradise. TRAVEL PORTLAND

The Gear Shed at Hotel Zags has everything you need for a rainy (or sunny) day
HOTEL ZAGS PORTLAND

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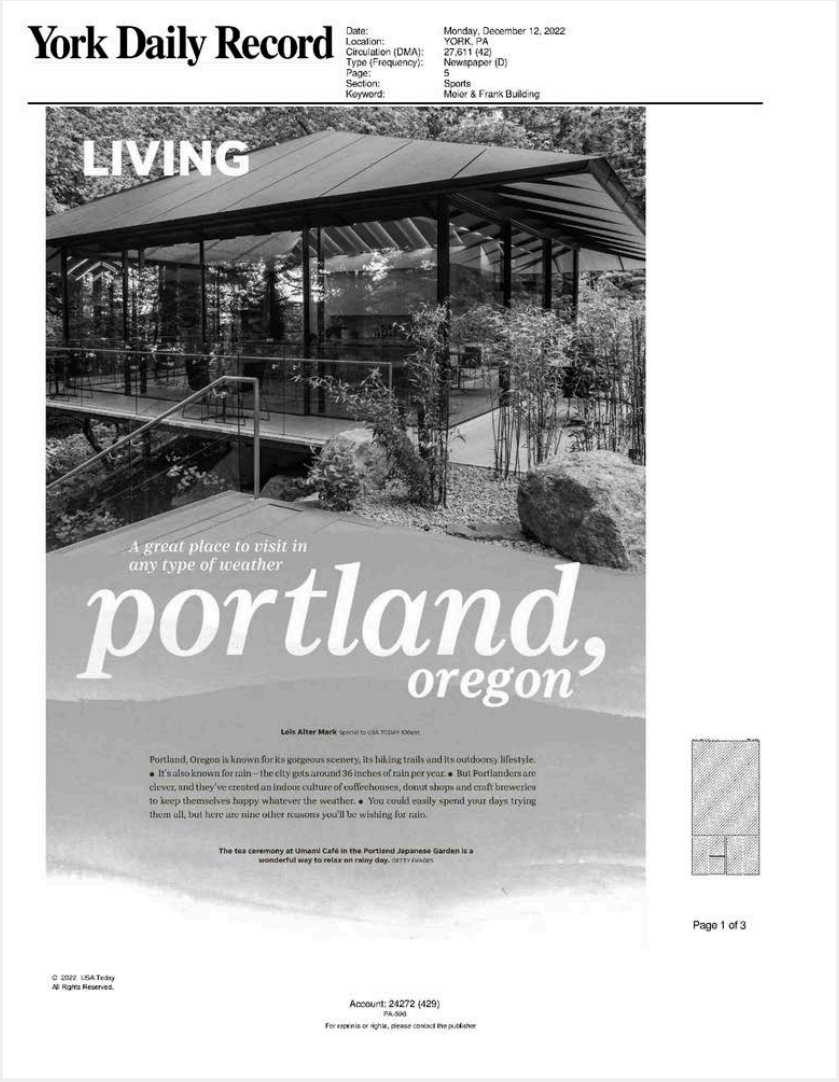
York Daily Record



York Daily Record

Date: Monday, December 12, 2022
Location: YORK, PA
Circulation (DMA): 27,611 (42)
Type (Frequency): Newspaper (D)
Page: 5
Section: Sports
Keyword: Meier & Frank Building

LIVING

A great place to visit in any type of weather

portland, oregon

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Page 1 of 3

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December 12, 2022 OTHER

York Daily Record (56-000)

Monthly Visits **27.6K**

Monthly Visits

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Date: Monday, December 12, 2022
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Powell's City of Books

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The Greenville News

The Greenville News

Date: Saturday, December 10, 2022
Location: GREENVILLE, SC
Circulation (DMA): 16,281 (35)
Type (Frequency): Newspaper (D)
Page: 1,4
Section: Lifestyle
Keyword: Meier & Frank Building

LIFESTYLE

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December 10, 2022 OTHER

The Greenville News (56-000)

Monthly Visits **16.3K**

Monthly Visits

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Date: Saturday, December 10, 2022
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Type (Frequency): Newspaper (D)
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Five halls are filled with more than 200 interactive activities and exhibits. You can don goggles and conduct a chemistry experiment, get shaken up in an earthquake simulation, solve real-life puzzles and design your own city. Warning: You may have to fight off some little kids to get a turn.

Umami Café, Portland Japanese Garden

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Whatever you're craving, from Pleasure Burger to Kotsu Ramen to Pine Street Tap Room, you'll find it here. Quickly becoming the place to meet up with friends or simply answer a craving, Pine Street Market is poised to make history itself.

Powell's City of Books

Known as the largest independent bookstore in the world, Powell's flagship shop takes up an entire city block and is home to one million new and used books. Nine color-coded rooms are categorized into 3,500 sections, making it impossible not to find something you want to read. More accurately, it's impossible not to find dozens of books you want to read, so keep room in your suitcase.

Visit the Rare Book Room (open on weekends), grab some bookmarks with suggested reading lists and settle in with your purchases in the coffee shop or one of the inviting nooks and crannies. For readers, there is no better place to spend a cold, wet day than this iconic Portland landmark.

Twisted Croissant

OK, you may be better off not know-

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SC-48
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The Greenville News
Date: Saturday, December 10, 2022
Location: GREENVILLE, SC
Circulation (DMA): 16,281 (35)
Type (Frequency): Newspaper (D)
Page: 1,4
Section: Lifestyle
Keyword: Meier & Frank Building

ing about this little gem because you'll want it to become your morning (or afternoon or anytime) routine. Each croissant at Twisted Croissant takes three days to make – and about five minutes to eat. You'll try to slow down to really savor the flavor, but it becomes harder and harder as you taste every flaky layer.

There's a pain au chocolat that puts others to shame, but there are also pastries like the banana maple croissant donut and the pumpkin praline cruffin that will throw you into a tizzy. Because these decisions are just too challenging, don't be surprised to hear yourself ordering one of each. Sorry.

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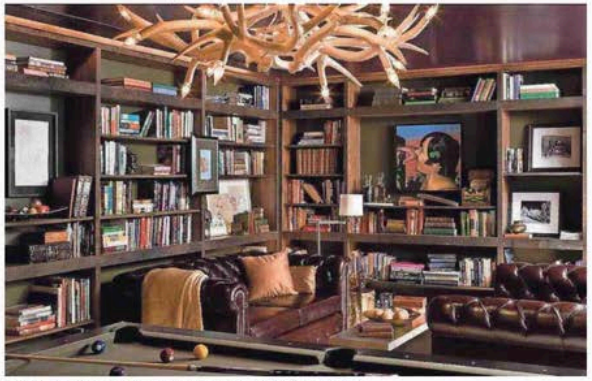
If you can't hit the Portland Saturday Market, MadeHere PDX is a great indoor option for finding the best locally-made handcrafted goods.

Portland is a paradise for makers, and 150 of them are represented here. You'll find everything from unique jewelry and housewares to sauces and soaps. These are the real souvenirs to bring home from a city where creativity reigns.

10Best is a part of the USA TODAY Network — providing an authentically local point of view on destinations around the world — in addition to travel and lifestyle advice.

The display case at Twisted Croissant is filled with impossible choices. LOIS ALTER MARK/SPECIAL TO USA TODAY 10BEST



The Nines is all about luxury and comfort. THE NINES

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Powell's City of Books is a reader's paradise. TRAVEL PORTLAND

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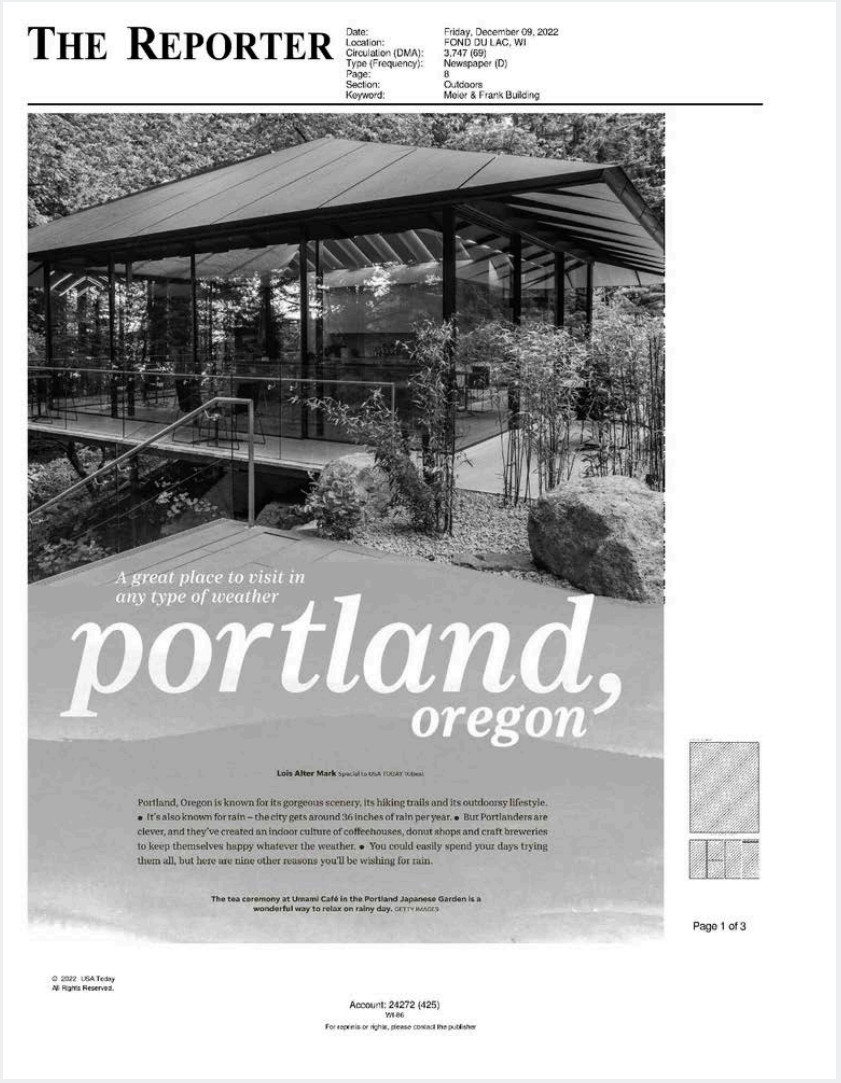
The Reporter



THE REPORTER

Date: Friday, December 09, 2022
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Type (Frequency): Newspaper (D)
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A great place to visit in any type of weather

portland, oregon

Lois Alter Mark

Portland, Oregon is known for its gorgeous scenery, its hiking trails and its outdoorsy lifestyle. • It's also known for rain – the city gets around 36 inches of rain per year. • But Portlanders are clever, and they've created an indoor culture of coffeehouses, donut shops and craft breweries to keep themselves happy whatever the weather. • You could easily spend your days trying them all, but here are nine other reasons you'll be wishing for rain.

The tea ceremony at Umami Café in the Portland Japanese Garden is a wonderful way to relax on rainy day. GETTY IMAGES

Page 1 of 3

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Account: 24272 (425)

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December 09, 2022 OTHER

The Reporter (56-000)

Monthly Visits **3.75K**

Monthly Visits

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The Nines

Located in the historic Meier & Frank Building, this luxury hotel is such a cozy place to hole up for a few days. If you can bear to leave your beautifully-appointed room, there are lots of comfy spots to explore, such as the library – filled with floor-to-ceiling bookshelves – and an indoor atrium surrounded by art.

Also check out their two top-notch restaurants – Departure, on the top floor, offers modern Asian food, the largest sake selection in the city and fantastic views, while Urban Farmer is all about local, sustainable dishes. Thankfully, the Nines' fitness center never closes, so you can work off some of those calories.

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WI:86
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WI:66
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The Oregonian

The Oregonian
Date: Saturday, December 17, 2022
Location: PORTLAND, OR
Circulation (DMA): 84,786 (21)
Type (Frequency): Newspaper (D)
Page: A12
Section: Main
Keyword: Commonwealth Building

HOLIDAYS

Pop-ups and markets offer shopping alternative

Kristine de Leon
The Oregonian/OregonLive

Each year around the holidays, shoppers looking for last minute gifts or unique items can count on pop-up markets and gift fairs to spring up around Portland.

For those looking to skip the big-box stores and online shopping shipping delays this year, pop-ups and holiday markets offer offer shoppers a chance to interact with and support local artists and makers while searching for one-of-a-kind gifts.

Here are some holiday pop-ups and markets in Portland to check out this season. Hours are subject to change, so check the links for each event for more up-to-date information.

NATIVE MADE WINTER MARKETPLACE
When: 11 a.m.-5 p.m. Saturday-Sunday
Where: 4636 N.E. 42nd Ave.
What: Hosted by the Native American Youth and Family Center, this holiday pop-up supports Native artists, makers and vendors. Shoppers can find jewelry, clothing, crafts, prints and more.
More information: nayamarketplace.org/events

THE MAKERS FAIR HOLIDAY MARKET
When: Noon-6 p.m. Saturday
Where: 2377 N.W. Wilson St.
What: Held inside Hammer & Stitch Brewing Company, the Makers Fair features 10 local artisans selling goods, including Landia Skincare, Dapper Bear Candle Company, Wag Theory, Catherine Chandler Jewelry + Objects and others.
More information: hsbrew.co/events/the-makers-fair

PORTLAND BAZAAR
When: 11 a.m.-4 p.m. Saturday-Sunday
Where: 1715 N.W. 17th Ave.
What: Located at the Premier Gear & Machine Works Building in Northwest Portland, the Portland Bazaar features more than 160 local makers, designers and retailers.
More information: portlandbazaar.com

CERAMICS NORTHWEST
When: 11 a.m.-6 p.m. Tuesday-Sunday, through Dec. 31 (closed Christmas Day)
Where: 300 S.W. Yamhill St.
What: Hosted by the nonprofit Oregon Potters Association, this holiday pop-up features handmade ceramic creations of over 40 artists from the region.
More information: oregonpotters.org

PDX URBAN WINERIES
When: 11 a.m.-6 p.m. Tuesday-Sunday through Dec. 30; 11 a.m.-3 p.m. Christmas Eve (closed Christmas Day)
Where: Director Park, 815 S.W. Park Ave.
What: PDX Urban Wineries is an association of 16 urban wineries operating within the city limits of Portland. This holiday pop-up allows shoppers to taste and shop for different wines from the association's member wineries.
More information: pdxurbanwine.com/the-meet-ups

UNORDINARY MAKERS MARKET
When: 10 a.m.-6 p.m. daily through Dec. 30
Where: Commonwealth Building, 421 S.W. Sixth Ave.
What: A curated retail space featuring goods by local artists, makers and retailers, including Sasquatch Botanicals, Birds and Bees Nursery, Niyyah Handcrafted, La Tienda Del Sol and more.
More information: bit.ly/3uXx3K3

OMIYAGE HOLIDAY STORE
When: 11 a.m.-3 p.m. Saturday-Sunday and Tuesday-Friday.
Where: Japanese American Museum of Oregon, 411 N.W. Flanders St.
What: Hosted by the Japanese American Museum of Oregon in Old Town, this pop-up features Japanese-inspired items including jewelry, home accessories, cards, origami creations, and books, as well as some curated vintage items.
More information: jamo.org/omiyage-holiday-store

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Account: 24272 (450)
OR-84
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December 17, 2022 PRINT

The Oregonian (56-000)

Monthly Visits **84.8K**

Monthly Visits

The Oregonian

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Kristine de Leon, staff

MIMI'S FRESH TEES HOLIDAY COLLECTION
When: 11 a.m.–6 p.m. Monday–Saturday through Dec. 31
Where: 730 S.W. 10th Ave., next to Compound
What: This holiday season, Mimi's Fresh Tees is hosting a holiday pop-up showcasing goods from BIPOC women-owned businesses in Portland.
More information: mimisfreshteespdx.com

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AUSTIN BUSINESS JOURNAL

Date: Friday, December 23, 2022
Location: AUSTIN, TX
Circulation (DMA): 16,687 (38)
Type (Frequency): Magazine (W)
Page: 40,42
Section: Main
Keyword: 515 Congress

THE LIST

Compiled by Patricia Rogers
512-494-2327, progers@bizjournals.com

AUSTIN-BASED PRIVATE COMPANIES

RANKED BY TOTAL REVENUE IN 2021

Rank	Business name (Prior rank) / Website	Address	Total revenue 2021	Austin-area employees 2022	Services or products offered	Executives Local/ Total	Year est. in Austin/ HQ city	Top local executive
1	Arrive Logistics	7701 Metropolis Dr. Bldg. 1 F Austin 78744	$1.6 billion	1,030	Freight logistics company that negotiates prices between freight companies and businesses	1 1	2014 Austin	Matt Tyler, CEO
2	McCoy's Building Supply	1200 N. I-35 San Marcos 78666	$1 billion	540	Building supply retailer for consumers and professional builders and remodelers	9 157	1972 San Marcos	Meagan McCoy Jones, CEO
3	Texas Mutual Insurance Co.	3200 Alandale Dr. Austin 78723	$957.3 million	670	State's largest provider of workers' compensation insurance committed to building a stronger, safer Texas	1 6	1990 Austin	Richard Gonzalez, President/CEO
4	Netspend Corp.	(private) Austin	$686.4 million	700	Provides prepaid debit cards and commercial payroll card options serving underbanked consumers	1 2	1999 Austin	Kelley Knutsen, President
5	Continental Automotive Group	6757 Airport Blvd. Austin 78752	$746.02 million	670	New and used car sales and automotive services for Austin INFINITI, Austin Lexus, Fiat Tesla Honda, and Mercedes-Benz of Austin	1 2	1965 Austin	Bryan Henderson, Principal, Continental Automotive Group
6	HHS LLC	12495 Silver Cross Dr. Building Schertz 78220	$600 million	471	Homeschooling curricula; healthcare software; facilities/ personnel management; claims flow; interoperability; health care tech management; construction management	2 1	1979 Colorado Springs	Bobby Floyd, CEO/ Chairman
7	CarbonBetter LLC	23251 Cedar Chase Austin 78732	$638.87 million	70	Sustainability and decarbonization services; clean energy and carbon offset project consulting; energy experts	1 1	2017 Austin	Trivia, CEO
8	Four Hands LLC	2008 Woodward St. Austin 78744	$454.61 million	482	2,000+ styles you to across living, dining, outdoor, and everything in between, including a 4, 20 of which artists a collector, do wood design materials	8 15	1999 Austin	Madeline Bridges, President/CEO
9	Enwarus	7447 Via Fortuna 210 Austin 78746	$429.5 million	263	Diverse in the leading energy SaaS company delivering battle-technical insights and predictive/prescriptive analytics that empower customers to make decisions that increase profit	7 21	1981 Austin	Jeff Hughes, EOO
10	Austin Regional Clinic PA	6210 E. Hwy 290 #100 Austin 78723	$401.24 million	2,199	Multispecialty and tertiary medical care, including family medicine, pediatrics, internal medicine and 16 specialties	13 13	1985 Austin	Ross Rothestein, CEO
11	Hellas Construction Inc.	2900 St. Fernier Ln. Austin 78613	$389.11 million	322	Sports facility construction and synthetic surfaces for athletic playing fields for FIFA, track and fields, football and multiuse	8 38	2004 Austin	Reed Sokol, CEO
12	Milestone Community Builders	3103 Bee Cave Rd. Austin 78746	$382 million	382	Specializing in community development and home building	1 1	2003 Austin	Garrett Martin, CEO
13	MW Builders	2712 Heller Way Pflugerville 78660	$349.18 million	54	Preconstruction, design-build, general construction, and construction management services	1 3	1987, PFLUGERVILLE Austin	Jason Dreyer, VP,
14	Embree Group	8140 Brodie Ln. Georgetown 78633	$293.83 million	430	Build-to-suit developer, construction company and capital markets advisory services	1 2	1972 Georgetown	Jon Lindsey, Owner/CEO
15	White Construction Company	2705 Bee Cave Rd. #250 Austin 78746	$240.64 million	85	General contracting, management, design/build	1 4	1981 Austin	Neal White, Chairman
16	Virtex	11234 N. I-35 Bldg. A Austin 78753	$229.1 million	340	Electronic manufacturing and design, upper-tier industrial, medical, and aero and submersible OEMs; perform PCBA assembly, system build, test and supply chain services	1 3	1992 Austin	Brad Hladik, President/ CEO
17	American Constructors	11900 W. Parmer Ln. #200 Cedar Park 78613	$212 million	322	Commercial construction manager and general contractor firm specializing in statewide and complex public and private construction	1 1	1987 Cedar Park	Monty Jurger, CEO
18	SAM Companies	4301 Seaholm Pwr. Bldg. 2, 100 Austin 78701	$204.7 million	131	Surveying, mapping, geospatial, GIS, BIM, aerial flight utility engineering, utility locate services, construction phase services	1 58	1994 Austin	Christopher Stearns, President/CEO
19	Pearlstone Partners LLC	2120 Goldenrod Dr. #101 Austin 78702	$187 million	16	Real estate development, investment, and value management	1 1	2013 Austin	Robert Lee, CEO
20	Journeyman Group	10801 S. Lamar Blvd. #400 Austin 78703	$153.12 million	315	Development and construction of luxury class A multifamily communities, Easy 3 apartments, senior assisted living, memory care facilities	1 1	1990 Austin	Kurt Goll, President, JCI Residential
21	HealthTronics Inc.	9825 Spectrum Dr. Bldg 3 Austin 78717	$151 million	304	Mobilizes and operates medical equipment and services including lasers, lithotripsy, ultrasound, and other services for health care providers throughout the U.S.	1 12	1992 Austin	Bill Ledes, CEO
22	Alrco Mechanical	1000 S. I-35 Round Rock 78681	$150.31 million	562	Mechanical contracting with significant commercial and institutional service groups across Central Texas	1 3	1983 Round Rock	Chris Dorenbos, President
23	Freedom Solar Power	4801 Headway Ln. #109 Austin 78744	$146.1 million	260	Retails retail and commercial solar installer loan & financing, helping one of the world's audience achieve energy independence and save up by generating their own power	1 10	2007 Austin	Matt Bogart, CEO
24	Lion Street	7500 Rialto Blvd. Austin 78735	$133.22 million	54	Title insurance, broker-dealer settlement disclosure statement, marketing guides, business/environmental claims, industry placement, minimum finance, foreign cash strategy	1 429	2015 Austin	Bob Carter, Founder/CEO
25	Epiphany Dermatology	4624 Kyle Ranch Rd. Austin 78738	$132.25 million	30	Full-service dermatology practice that treats all conditions of the skin, hair, and nails	1 69	2014 Austin	Gheorghe Pusic, CEO

CLOSER LOOK

$12.8B

Total combined revenue of the top 50 companies for 2021, by comparison, last year's companies had $9.7 billion in combined revenue for 2020.

11,865

Approximate number of people employed in the Austin area by top 50 members.

ABOUT THE LIST

Source: ABJ surveys and company websites, information provided by companies' competitors and could not be independently verified by the Austin Business Journal. Only firms that responded to the request for information are included.

The following firms were on the list last year but did not participate this year:

- Aspen Heights Partners
- Keller Williams Realty Inc.
- ABC Home & Comm'l Svcs.
- Clean Scapes LP
- The Burt Group Inc.
- Alpine Paving Industries
- HPI Real Estate Services & Investments
- Austin Capital Bank
- Radiant Plumbing & A/C
- Principals Consulting
- Dingell Inc.
- Gail Carr King
- AIT Logistics

Beyond the top 50:

Subscribe to see view additional companies online at a.abbiznext.com/.com

NEED A COPY OF THE LIST?

Interested in obtaining a press kit or marketing package to highlight your ranking? Contact Alexis Caswell at 512-494-7568 or acaswell@bizjournals.com.

WANT TO BE ON THE LIST?

Email Patricia Rogers at progers@bizjournals.com

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Account: 24272 (462)
477

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December 23, 2022 PRINT

Austin Business Journal (56-000)

Monthly Visits **16.7K**

Monthly Visits

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26	**AffiniPay** (27) affinipay.com	3720 N. Capital of Texas Hwy. #300 Austin 78746	$120.36 million	224	Payment processing software for associations offering applications and platform as a service for professional services	1 / 1	2005 Austin	Bo Armstrong, CEO
27	**Open Mortgage LLC** (32) openmortgage.com	14101 W. Hwy. 290 #120C Austin 78737	$110 million	42	Residential mortgage, including conventional, FHA, VA and reverse mortgage	1 / 61	2003 Austin	Scott Gordon, CEO
28	**Joe Bland Construction LP** (36) joeblandconstruction.com	11811 Brown Rd. Austin 78754	$113.21 million	375	General contractor specializing in rehabilitation, site improvements, apartment units and C, highway/bridge construction, utility distribution systems, concrete, concrete	1 / 1	1999 Austin	Joe Bland, President
29	**Talroo** (9) talroo.com	6633 Dillard Circle Ste. Bldg. 2-100 Austin 78752	$108.51 million	n/a	Pay-Per-Application job search engine	1 / 1	2013 Austin	Thad Price, CEO
30	**Chasco Constructors Ltd. LLP** (48) chasco.com	2600 E. Old Settlers Blvd. Round Rock 78665	$98 million	330	General contracting and construction management, including site work, concrete and underground utilities	1 / 1	1978 Round Rock	Chad Slate, President
31	**Bild LLC** (3) bild.com	7700 W. Parmer Ln. #206 Austin 78729	$85 million	65	Construction finance company offering project-based financing to contractors	1 / 2	2018 Austin	Chris Doyle, CEO
32	**ESO** (3) eso.com	11500 Alterra Pkwy. #100 Austin 78758	$83.5 million	136	Using data to connect health care and public safety ecosystem to help first responders and lower-line workers improve patient care from 911 call to post-hospital treatment	1 / 1	2004 Austin	Chris Dillie, President/ CEO
33	**Restore Hyper Wellness** (49) restore.com	3624 S. Congress Ave. Ste. C-320 Austin 78704	$82 million	250	Hyperbaric oxygen therapy, cryotherapy, infrared sauna, red light therapy, normobaric, HydroPlatte	9 / 156	2015 Austin	Jim Bonnell, Co-Founder/CEO[1]
34	**American Eagle Protective Services** (5) aepcorp.com	902 Crystal Falls Pkwy. Leander 78641	$79.22 million	30	Gov't contractor offering security, facilities maintenance, hospital maintenance, cleaning and waste disposal	3 / 20	2002 Leander	Dan Walker, CEO[2]
35	**Kidd Roofing** (5) kiddroof.com	2812 E. Anderson Ln. #200 Austin 78757	$72.73 million	100	Roofing contractor specializing in residential and commercial new construction, re-roofing services, wall cladding and gutters	1 / 5	1982 Austin	Nancy Lowe, CEO
36	**StoryBuilt** (6) storybuilt.com	3636 S. First St., #110 Austin 78704	$71.96 million	100	Urban infill real estate development firm	1 / 5	2006 Austin	Anthony Silva, Ryan Bezanis Jr., Managing members
37	**Structura Inc.** (6) structurainc.com	9511 Mihos Rd. Austin 78748	$68.37 million	70	General contractor for new bldgs, interior/exterior renovations, synthetic health care, industrial, manufacturing, academic, financial	1 / 3	2006 Austin	Rusty Munger, President
38	**Flix Brewhouse Round Rock** (8) flixbrewhouse.com	2900 S. IH-35 Bldg. B Round Rock 78681	$65 million	160	Movies, food, drinks and transit-to-premises craft beer	1 / 1	2010 Round Rock	Chevre Rotramel, President
39	**Lott Brothers Construction Co. Ltd.** (3) lottbrothers.com	420 N. Lee St. #201 Round Rock 78664	$64 million	54	General contractor with vast experience in health care, office, education, residential and commercial construction	1 / 1	1988 Round Rock	Jumbo Lott, Partner/CEO
40	**Basic IDIQ** (3) basicidiq.com	10713 N. IH 35 #B Bldg. F-222 Austin 78753	$55 million	47	Regional construction manager for IDIQ contracts	1 / 9	2007 Austin	Harlan "Bobbie" Roberts, President
41	**Trinbuilt Construction Inc.** (3) trinbuilt.com	P.O. Box 80159 Austin 78708	$55.47 million	60	General construction services, tenant finish/build out, ground-up and drywall subcontractor	1 / 1	1984 Austin	Larry Puckett, President/ Owner
42	**Alpha One Motors** (4) alphaonemotors.com	2321 Double Creek Drive Suite 220 Round Rock 78664	$51 million	11	Alpha One Motors is a family-owned, boutique dyno shop that offers luxury, performance and exotic vehicles	1 / 1	2019	Michael Hardberger, President and Co-Founder
43	**BryComm LLC** (44) brycomm.com	1018 New Brunswick Blvd. Hutto 78634	$49 million	181	Network cabling, outside plant cabling, security, 4/5/6 DAS	1 / 3	2008 Hutto	Cary Bryson, Founder/ CEO
44	**Marcus Technologies LLC** (9) marcustechnologies.com	8071 Springville Rd. Bldg. G, Ste. A Austin 78724	$45.73 million	22	Cloud-based trading platform connecting private buyers and sellers that offer pricing optimization, logistics, financing, and compliance services	1 / n/a	2017 2017	Billy Williamson, CEO
45	**Conversion Logix LLC** (49) conversionlogix.com	1303 Lakeway Crossing Rd. #200 Lakeway 78734	$45.58 million	17	Lead-generation tools for multichannel consumers seeking search, email, social, display, and video channels	1 / 2	2019 Lakeway	Andrew Ferrier, President/COO (Seattle)
46	**Ashby Signature Homes LLC** (6) ashbysignature.com	3618 Williams Dr. #101 Georgetown 78633	$45.47 million	18	Custom home builder serving Georgetown and the greater Central Texas area	1 / 1	2017 Georgetown	Kevin Ashby, President
47	**SKG** (8) skginc.com	5301 E. Stassney Ln. Bldg. B-700 Austin 78744	$45.02 million	68	Environmental products, workplace acoustic/privacy management, architectural products, integrated tech, sound masking, delivery/install, ergonomic furniture	1 / 3	1996 Austin	Rob Gott McMillan, CEO
48	**Aspire Allergy & Sinus** (45) aspireallergy.com	4320 Bee Cave Dr. #200 Austin 78733	$45 million	155	Allergy testing and treatments, sinus procedures, introduced allergy drops to Central Texas in 2012 and the EAACT immunotherapy injection in 2019	7 / 62	2012 Austin	Allie Thompson, CEO
49	**Intera Inc.** (8) intera.com	9100 Great Hills Trail #200E Austin 78759	$45 million	73	Hydrogeology, water supply for industry, energy and mining and basic clients, quality test, permits, investigation, risk assessment, remediation, air quality, geochemistry, geology, radiation	3 / 13	1983 Austin	Mandi Lorenzo, CEO
50	**Corvia** (5) flyzipline.com	6430 Bridge Point Pkwy. Bldg. 3-310 Austin 78730	$42.8 million	54	Payment processing software and merchant services	1 / 1	2018 Austin	Chad Anderle, CEO

[1] Matthew Hyper, Co-Founder, Rob Stone Welch, Co-Founder

[2] Also: Brandt Walker, Co-Founder and board member

▸ CLOSER LOOK

The next few

COMPANY	REVENUE
Shift Paradigm	$41.72M
Hyve Construction	$40M
Pushmann	$36.8M
Proximity Lawyers	$35.77M
Lorem Technologies	$30.03M
Oak Rocket	$28.92M
Growth Acceleration Partners	$22.32M
Steady NUC	$20.37M
The Steam Team	$17.09M
Tolunet Systems	$15M
SIG Design	$10.8M
Ellipse Health Research	$29.58M
McClellan Jewers	$27M
Nabb Consulting Group	$15.6M
Frontier Bank of Texas	$15.47M
Atmosphere	$25.3M

ABOUT THE LIST
Sources: ABJ survey and past company updates. Information provided by company representatives and could not be independently verified by the Austin Business Journal. Only firms that responded to request for information are included.

Beyond the top 25: Subscribers can view additional companies online at austinbusinessjournal.com.

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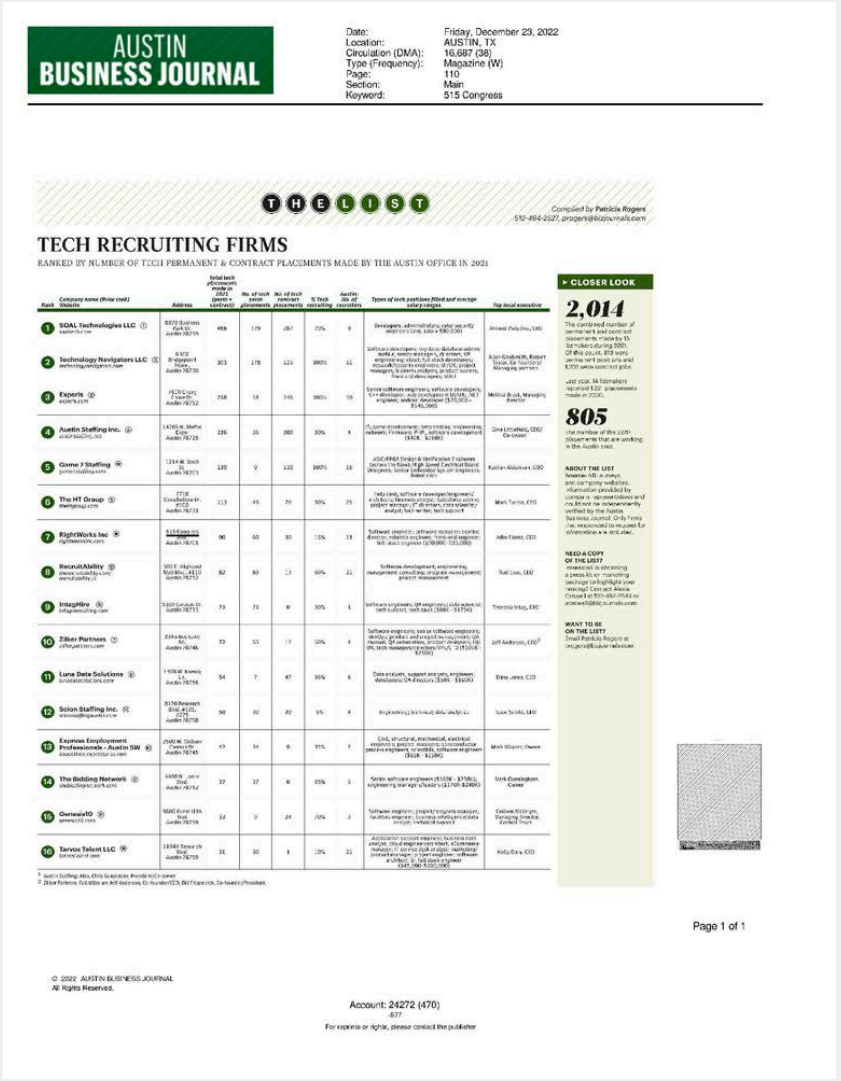

AUSTIN BUSINESS JOURNAL

Date: Friday, December 23, 2022
Location: AUSTIN, TX
Circulation (DMA): 16,687 (38)
Type (Frequency): Magazine (W)
Page: 110
Section: Main
Keyword: 515 Congress

THE LIST

Compiled by Patricia Rogers
512-494-2127, progers@bizjournals.com

TECH RECRUITING FIRMS

RANKED BY NUMBER OF TECH PERMANENT & CONTRACT PLACEMENTS MADE BY THE AUSTIN OFFICE IN 2021

Rank	Company name (Prior rank) Website	Address	Total tech placements made in 2021 (permt + contract)	No. of tech perm placements	No. of tech contract placements	% Tech recruiting	Austin No. of recruiters	Types of tech positions filled and average salary ranges	Top local executive
1	SOAL Technologies LLC (1)	8310 Business Park Dr, Austin 78759	466	179	287	75%	9	Developers; administrators; cyber security engineers ($90,000 - $160,000)	Ahmed Shihadeh, CEO
2	Technology Navigators LLC (2) technologynavigators.com	4350 Bridgepoint Pkwy, Austin 78730	303	178	125	100%	22	Software developers; big data; database admins; netw. engrs.; UX engrs.; VP engineering; cloud; full stack developers; DevSecOps; engineering project managers; business analysts; AI/ML scientists; front-end developers; SDET	Alan Goldsmith, Robert Swan, Co-founders/ Managing partners
3	Experis (3) experis.com	7500 Rialto Blvd, Austin 78735	258	18	240	100%	10	Senior software engineers, software developers, C++ developers; web developers ($70,000 - $140,000)	Melissa Buck, Managing director
4	Austin Staffing Inc. (4) austinstaffing.net	14240 N. MoPac Expy, Austin 78728	226	26	200	20%	4	FL game development; beta testing; implementing network; Firmware; P.M.; software developments ($60K - $190K)	Gina Littlefield, CEO/ Co-owner
5	Game 7 Staffing (6) game7staffing.com	7354 W. Sixth St, Austin 78703	130	0	130	100%	15	ASIC/FPGA Design & Verification 7 engineers (across the board; High Speed Electrical Board designers; Senior embedded sys. engineers; Baker Hill	Kathleen Abdalmoti, CEO
6	The HT Group (5) thehtgroup.com	7718 Woodhollow Dr, Austin 78731	113	45	70	90%	25	Help desk; software developer/engineer/ architect; business analysts; Solutions admin; project managers; IT directors; data scientist/ analyst; tech writer; tech support	Mark Turco, CEO
7	RightWorks Inc (9) rightworks.com	515 Congress, Austin 78701	90	60	30	15%	18	Software engineers; software recovery coordinator; robotics engineers; front-end engineer; full stack engineer ($100,000 - 130,000)	John Flores, CEO
8	RecruitAbility (8) www.recruitability.com/ recruitability.ai	300 E. Highland Mall Blvd., #310, Austin 78752	82	69	13	90%	22	Software development; engineering; management consulting; program management; project management	Niall Lees, CEO
9	IntegHire (6) integhire.com	9430 Research Blvd, Austin 78759	75	75	0	90%	5	Software engineers; QA engineers; data scientist; tech support; tech lead ($80K - $175K)	Thomas Hrbac, CEO
10	Zilker Partners (7) zilkerpartners.com	8144 Bee Cave Rd., Austin 78746	72	55	17	50%	4	Software engineers; sales or software engineers; identity product and project managements; QA manuals; QA researchers; product managers; UX; tech management salary 90%/5 ($125,000 - $210K)	Jeff Anderson, COO*
11	Luna Data Solutions (10) lunadatasolutions.com	11044 Research Blvd., Ste. C, Austin 78759	54	7	47	90%	6	Data analysts, support analysts, engineers; developers; QA directors ($90K - $160K)	Dana Jones, CEO
12	Scion Staffing Inc. (11) scionstaffingworks.com	8150 Research Blvd, #120, Austin 78758	50	40	10	95%	4	Engineering; technical; data analysts	Tom Schiltz, CEO
13	Express Employment Professionals - Austin SW (12) expressemployment.com/austinsw	2500 W. William Cannon Dr, Austin 78745	47	34	13	95%	7	Civil, structural, mechanical, electrical engineers; project managers; semiconductor process engineers; QC analysts; software engineers ($60K - $120K)	Mark Wagner, Owner
14	The Bidding Network (13) thebiddingnetwork.com	10908 Jollyville Rd, Austin 78759	37	37	0	95%	5	Senior software engineers ($105K - $150K); engineering manager w/leader's ($170K-$240K)	Mark Cunningham, Owner
15	GenesisTG (15) genesistg.com	9500 Amberglen Blvd, Austin 78729	33	9	24	70%	2	Software engineers; property programs manager; facilities engineer; business intelligence analysts analyst; infrastructure support	Kathleen McIntyre, Managing Director, Certified Trust
16	Tarvos Talent LLC (14) tarvostalent.com	13340 Research Blvd, Austin 78750	31	30	1	10%	22	Application support engineers; business intel analyst; cloud engineers; tech leads; eCommerce managers; IT service desk analysts; marketing/ communications; software engineers; software architects; ... ($60,000 - $200,000)	Holly Bara, CEO

1 Justin Staffing: Also, Chris Guarascio, President/Co-owner.
2 Zilker Partners: Full titles are Jeff Anderson, Co-founder/CEO; Britt Laporte, Co-founder/President.

▸ CLOSER LOOK

2,014

The combined number of permanent and contract placements made by 15 list makers during 2021. Of this count, 818 were permanent placements and 1,709 were contract jobs.

Last year, 14 list makers reported 122 placements made in 2020.

805

The number of the 2,014 placements that are working in the Austin area.

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December 23, 2022 PRINT

Austin Business Journal (56-000)

Monthly Visits **16.7K**

Monthly Visits

Austin Business Journal

AUSTIN BUSINESS JOURNAL

Date: Thursday, October 20, 2022
Location: AUSTIN, TX
Circulation (DMA): 16,687 (38)
Type (Frequency): Magazine (W)
Page: 1,15,16,19,20
Section: Main
Keyword: 515 Congress

AUSTIN BUSINESS JOURNAL

HOW MUCH SPACE IS OUT THERE?

As return to office questions swirl, there are plenty of open spaces available around Austin — with much more on the way. PAGE 15

THE LIST

MULTITENANT OFFICE BUILDINGS, 16
MULTITENANT OFFICE PARKS, 17

Page 1 of 7

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October 20, 2022 PRINT

Austin Business Journal (56-000)

Monthly Visits **16.7K**

Monthly Visits

AUSTIN BUSINESS JOURNAL

Date: Thursday, October 20, 2022
Location: AUSTIN, TX
Circulation (DMA): 16,687 (38)
Type (Frequency): Magazine (W)
Page: 1,15,18,19,20
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Keyword: 515 Congress

COVER STORY | DEEP DIVE INTO OFFICE SPACE

THE LIST

THE EAST'S TIME TO SHINE

Amid nation-leading office use, development is booming all over Austin. But the east side is primed to be a hot spot.

BY CODY BAIRD, cbaird@bizjournals.com

Austin's office market is the envy of much of the nation. ¶ New towers and campuses continue to sprout across the city. The Texas capital remains No. 1 in the nation on the popular "back to work barometer" by Kastle Systems, which tracks office use among the building access company's customers. ¶ Austin Business Journal's latest lists of the metro's largest office buildings and parks reflects the boom. The list for multi-tenant towers added two members this year: the 350,611-square-foot RiverSouth and the 324,510 square foot Innovation Tower next to Dell Medical School. ¶ One area not represented on either list is East Austin. But data indicate the rapidly gentrifying part of town could soon become a more significant office market. ¶ East Austin had about 3.4 million square feet of office inventory as of the third quarter, according to JLL. That ranked No. 7 among submarkets examined by the real estate firm.

CONTINUED ON PAGE 20

At the same time, East Austin had more than 1.8 million square feet of office space under development. That ranked behind only the CBD, with 2.1 million square feet.

The growth east of I-35 means increasingly larger buildings being constructed. Earlier this year, Riverside Resources delivered Centro at 1401 E. Sixth St., according to the JLL report. The two-building development consists of nearly 330,000 square feet of office space, plus ground-floor retail with tenants such as Brooklyn Dumpling Shop.

There's also Springdale Green, a 30-acre office campus under development at Springdale Road and Airport Boulevard by California-based Jay Paul Co. It will

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AUSTIN BUSINESS JOURNAL

Date: Thursday, October 20, 2022
Location: AUSTIN, TX
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Type (Frequency): Magazine (W)
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have two mid-rises buildings with 775,000 square feet of office space. That would rank No. 9 on ABJ's list of multi-tenant office parks.

In the next significant project for the east side, Stream Realty Partners is finalizing plans for 1400 East, a six-story office development on East Fourth Street.

What is driving this increased development in East Austin? Connor Greissing, managing director and partner at Stream in Austin, credited the atmosphere of the neighborhood.

"Call it grit, call it soul, [East Austin] has something that's almost an edge over a typical CBD environment," he said. "I think that's what's really driven both tech companies, financial institutions [there]."

But that's not all. Greissing said the smaller spaces on the east side have actually benefitted the submarket. For example, a company seeking 160,000 square feet might take up just 25% of a downtown tower. In East Austin, that could mean leasing an entire mid-rise and becoming a "fully branded building," according to Greissing.

"For certain tenants, that's very desirable," he said. "There's more control over their space. There's branding opportunities."

East Austin's walkability has also been a boon, Greissing said, along with the wealth of restaurants and entertainment options in the area.

However, all of the attention in East Austin does mean higher prices for tenants. The average direct asking price was $62.37 last quarter, trailing only the CBD at $65.87 and about 14% higher than the market-wide average of $54.78.

All of the development has caught the attention of capital markets. The Foundry – a two-building office development with about 240,000 square feet of office space – was recently bought by Beacon Capital Partners. A purchase price was not disclosed but Foundry I and Foundry II have been appraised at $154 million by Travis Central Appraisal District. Properties often sell for more than the appraised value.

Of course, both downtown and The Domain can also credit walkability and status as live-work-play destinations as factors in their success.

When discussing The Domain, Troy Holme, executive vice president at CBRE, said tenants are increasingly looking to locate in more walkable neighborhoods.

Tim Hendricks, senior vice president and managing director at Cousins Properties Inc., has developed towers both downtown and in The Domain. He said tenants are demanding neighborhoods where employees can take advantage of their surroundings.

"You can wake up in the morning in your apartment, you can get on your bicycle and ride over to Whole Foods," he said. "Go home, go work out, go to the office, meet your friends for happy hour and then go meet your date or your wife at a restaurant and never need to leave."

Meanwhile, Northwest Austin is fertile ground for large office campuses. The submarket actually outranks the CBD for total inventory, with 18.5 million square feet in Q3.

Of the 25 largest campuses on ABJ's multi-tenant office park list, 15 are in Northwest or Far Northwest Austin. That includes the long-running No. 1 on the list, The Domain, which continues to add towers. PayPal over the summer leased the top two floors of the new Domain Tower 2 while plans are moving forward to develop Domain Central 1, with groundbreaking possible in 2023.

Uptown ATX, meanwhile, is transforming the old IBM campus across Burnet Road from The Domain. The One Uptown building is already under construction and is expected to deliver 348,000 square feet of office space in Q3 2023, plus residential space.

BIG NUMBER

$62.37

Average direct asking price for East Austin office space last quarter, according to JLL. Only the CBD had higher rents, with an average direct asking rate of $65.87. That compared with a market-wide average of $54.78.

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Page: 1,15,18,19,20
Section: Main
Keyword: 515 Congress

1400 East is being developed by Stream Realty Partners along with Barings.

STREAM REALTY PARTNERS

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PAUL THOMPSON / ABJ

Construction continued on Springdale Green near Springdale Road and Airport Boulevard in East Austin in September. When finished, the campus is expected to have 775,000 square feet across two buildings.

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THE LIST

40 TOWERS AND OFFICE HUBS TO KNOW

Downtown isn't the only place to find big office buildings, although high-rises are concentrated in the Central Business District. Here are the 20 largest towers and 20 largest office parks for multiple tenants in the region.

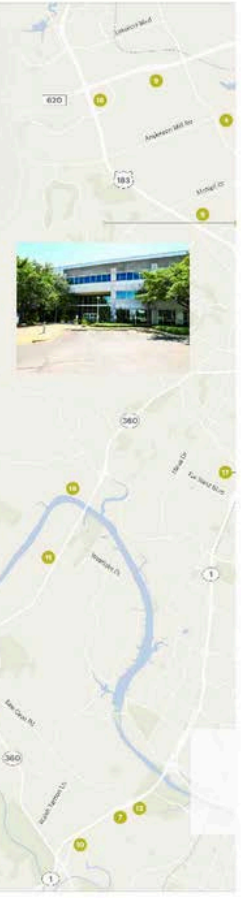
MULTITENANT OFFICE BUILDINGS

Rank	Tower	Address	Total rentable office s.f., 2022
1	Indeed Tower	200 W. Sixth St.	720,000
2	[illegible]	401 Congress Ave.	636,078
3	600 Congress	600 Congress Ave.	503,951
4	One Texas Congress	1[illegible] Congress Ave.	503,344
5	500 West 2nd	500 W. Second St.	500,513
6	300 West Sixth	300 W. Sixth St.	454,225
7	816 Congress	816 Congress Ave.	434,801
8	301 Congress	301 Congress Ave.	428,459
9	100 Congress	100 Congress Ave.	415,536
10	San Jacinto Center	98 San Jacinto Blvd.	388,660
11	Chase Center	221 W. Sixth St.	389,503
12	Colorado Tower	303 Colorado St.	373,334
13	300 Colorado	300 Colorado St.	368,796
14	RiverSouth	401 S. First St.	350,811
15	Third & Shoal	208 Nueces St.	347,072
16	Austin Centre	701 Brazos St.	343,664
17	Innovation Tower	1[illegible]3 Red River St.	324,310
18	400 West	400 W. 15th St.	288,682
19	Northview	9001 N. IH-35	262,067
20	515 Congress	515 Congress Ave.	251,970

MULTITENANT OFFICE PARKS

Rank	Park	Address	Total rentable office s.f., 2022
1	The Domain	Esperanza Crossing/Domain Dr.	3,788,666
2	Uptown ATX	1501 Barnet Rd.	1,463,635
3	Parmer Austin	13011 McCallen Pass Dr.	1,197,734
4	7700 Parmer	7700 Parmer Ln.	936,898
5	The Summit at Lantana	4[illegible] Southwest Pkwy.	844,240
6	Research Park Plaza	12301-12401 Research Blvd.	801,652
7	Barton Skyway	2201-1601 S. MoPac Expy.	789,842
8	Bee Caves Park	12301-12345 Rialto Channel Pkwy.	785,073
9	Arbor Oaks	9400 Arboretum Blvd.	644,646
10	The Terrace	2600-2901 Via Fortuna Dr.	624,219
11	Southbreeze	9500-9620 Capital of Texas Hwy.	581,353
12	River Place Corporate Park	9200 River Place Blvd.	580,881
13	Barton Oaks Plaza	901 S. MoPac Expy.	556,120
14	Las Cimas	804-807 Las Cimas Pkwy.	544,823
15	Four Points Centre	13[illegible] Four Points Dr.	527,206
16	Aspen Lake	12[illegible] Research Blvd.	483,052
17	Austin Oaks	3420-3[illegible] Executive Center Dr.	455,633
18	200 & 400 W. Cesar Chavez*	200-400 W. Cesar Chavez St.	441,828
19	Bridgepoint Square	6700 Bridgepoint Pkwy.	438,842
20	Quarry Oaks	10600-10801 Stonelake Blvd.	429,050

*[illegible] on either side of Austin City Hall



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Austin Business Journal

AUSTIN BUSINESS JOURNAL

Date: Friday, December 23, 2022
Location: AUSTIN, TX
Circulation (DMA): 16,687 (38)
Type (Frequency): Magazine (W)
Page: 112
Section: Main
Keyword: 515 Congress

THE LIST

Compiled by Patricia Rogers
512-494-2527 progers@bizjournals.com

TEMPORARY STAFFING FIRMS

RANKED BY NUMBER OF HOURS BILLED IN 2021 BY THE AUSTIN OFFICE

Rank	Employers name (Prior rank) Website	Address	Austin-area hours billed in 2021	Percent temp staffing	No. of temps as of Dec. 2022 Q3	No. of support staff	Industries and skills placed	Top local executive
1	SOAL Technologies LLC soaltech.com	8870 Business Park Dr. #210 Austin 78759	1,064,915	39%	295	27	Customer service support, call center, cable techs, technicians, new tech jobs (electric meters), translations: front and back office	Ahmed Mokdad, CEO
2	Peak Performers peakperformers.org	4030 Triangle Ave. #420 Austin 78731	861,696	96%	332	39	Administrative, accountants, auditors, clerical, financial analysts, customer service, project manager, hospitals, client agent, all clerical, call phone	Brad Sarratt, CEO
3	Austin Staffing Inc. austinstaffing.com	14200 N. Mopac Expy. #220 Austin 78728	726,000	70%	150	9	Full-service staffing and recruiting for admin, management, engineering, HR, contact center, professional level staffing	Gina Litterfield, CEO/ Co-owner
4	Evins Group LLC evinsjaar.com	7320 N Mopac Expy. Austin 78731	$57,062	100%	225	28	Office/clerical, warehouse, manufacturing/assembly, engineering/technical, call center, customer care	Stephen Sambrook, President
5	The Personnel Store Inc. thepersonnelstore.com, projectpersonnel.com	3000 E. Cesar Chavez #430 Austin 78702	505,739	95%	1,477	16	Hospitality, food service, conventions, special events, office, clerical, call center, project management, data/coder, telecom technician, (e-retention bonus & unlimited)	Lin Wann, COO
6	Express Employment Professionals - North Austin expressjobs.com/locations/tx	2900 Steck Ave. Bldg. #135 Austin 78757	455,300	84%	1,152	1	Light industrial, office services, admin, professional, skilled trades, manufacturing, call center, direct hire	Dana Saenz; Mike Saenz, Franchisees
7	The HT Group thehtgroup.com	7718 Wood Hollow Dr. #150 Austin 78731	360,000	30%	155	36	Interior C-Level, administrative, call, controls/distance services, search marketing, accounting/finance, legal, industrial, IT/tech, HR, engineering, executive search	Mark Turpin, CEO
8	Becker Wright Consultants beckerwrightconsultants.com	3115 S. RR 620 #200 Austin 78734	338,756	82%	335	4	Manufacturing, light technical, no shows, machining, welding, hydraulics, engineering, paraplanners, nurse aides, medical	Jennifer Wright, COO/ Partner
9	GSO Talent Solutions gsotalentsolutions.com	2203 Norwood Park Blvd. Austin 78753	323,065	100%	423	24	Admin, call center, light industrial, manufacturing, maintenance, 1099 call, CDL, professional	Keith Sweeney, VP Business Solutions
10	KeyStaff Inc. keystaffinc.com	2417 Ashdale Sto. A Austin 78757	313,144	96%	230	14	Light indust, light manufacturing, and accts/call center, offering temporary, temp-to-perm and direct hire	Amy Gay; Jason Swindberg, Co-founders
11	LeadingEdge Personnel Ltd. leadingedgepersonnel.com	7800 N. MoPac Expwy. #320 Austin 78759	300,000	73%	150	5	Office, clerical and administrative support staff including accounting, customer service and call center	Terry Fairbrough, President
12	Staff Force Inc. staff-force.com	4631 Airport Blvd. Ste. 111 Austin 78751	251,053	100%	226	5	Manufacturing, production, warehouse, order fulfillment, packaging, assembly, skilled labor, laundry	Renee Riches, Area manager
13	L.K. Jordan & Associates lkjordan.com	8140 N. Mopac Expy. Bldg. 1-200 Austin 78759	268,846	95%	150	9	Recruiting services for admin, customer service, IT/ tech support, medical/health care, accounting, manufacturing, warehouse/forklift, engineering, bilingual Chil	Linda Jordan, CEO/ Founder
14	Express Employment Professionals - Austin SW expressjobs.com/locations/tx	2500 W. William Cannon Dr. #609 Austin 78745	257,000	93%	89	7	Office admin, customer service, sales, bookkeeper/ accountant, legal assistant, and risk admin, light (entry) GIS technician/engineers	Mark Wagner, Owner
15	Nexo Consulting Group LLC nexoconsulting.com	1660 Barton Springs Rd. # 205 Austin 78704	235,446	100%	107	5	Software engineers/architects, full stack developers, data warehouse architect, data analyst, BI developers, ERP consultants, project managers, business analysts, security engineers	Omar Mir, President
16	Burnett Specialists burnettspecialists.com	8509 River Tract Blvd. Austin 78748	194,356	66%	80	6	Admin, IT, call center, customer service, accounting, legal, sales	Sue Burnett, President
17	Staffmark Investment LLC staffmark.com	2536 Executive Center Dr. P-20 Austin 78731	184,935	95%	241	20	Administrative, customer service, light industrial, distribution, logistics, skilled trades, accounting/ finance, engineering, IT	Aaron Hassell, Director
18	Luna Data Solutions lunadatasolutions.com	8428 St. Kenneth Ln. Ste. D Austin 78756	167,495	23%	118	16	IT recruiting and staffing, for perm, w2, contract-to-hire, direct-hire, consulting and project/deliverable-based engagements	Dana Jones, CEO
19	Power Labor Staffing LLC Powerlabor24.com	218 W. Main St. #218 Round Rock 78717	137,920	100%	80	5	Skilled labor: construction staffing in electricians, carpenters, painters, plumbers, etc.	Erica Cherry, VP sales
20	Building Team Solutions Inc. btsjobs.com	7151 J. Hannah Dr. Austin 78741	133,560	80%	46	5	Temp-to-hire staffing for construction, industrial, facilities, manufacturing electronics; temp-to-perm, direct hire, hourly and salaried	Brittanie Rivera, Founder
21	RightWorks Inc rightworkstaffing.com	515 Congress Ave. #1905 Austin 78701	105,522	25%	23	8	Technology, accounting, payroll, engineering, maintenance	John Flores, CEO
22	Accountability Resources accountabilityresources.com	6206 Bridgepoint Pkwy. Bldg. 1, 250 Austin 78730	49,674	55%	28	1	Staffing services for outsourcing and finance professionals	Camila Arzamendi, COO
23	Genesis10 genesis10.com	9600 Great Hills Trail #150W Austin 78759	38,111	10%	21	3	Tech support: developers, software engineers, project managers, analysts, ERP consultant serving consultants, solution architects	Chaleen McIntyre, Managing director, Central Texas
24	Pedigo Staffing Services, LLC pedigostaffing.com	2213 S Austin Ave. Georgetown 78626	37,991	100%	21	3	Consultants, IT modernization of legacy systems, Java programmers, Systems/Systems Analysts, Cyber Security	Debbie Pedigo, CEO, Staffing Executive

1 St. Vincent DePaul Philanthropic Services of Texas Inc. dba Task Performers
2 Aaron Hoffman, Alicia Gonzalez, President/Co-owner
3 CEO Tasha Valentine formerly called Quanta IT Staffing Services

CLOSER LOOK

7.96M
The combined hours billed by List-makers in 2021 for temp payrolls. In comparison, Fortune 500 last year reported 8.5 million hours billed in 2020.

7,190
The number of active temp-leasees employed by list-makers as of Sept. 2022. This count fluctuates, but is up from 5,872 reported this time last year.

2,314
The number of temp-to-perm conversions made by list-makers during 2021. This is also up from 2020 with 1,808 conversions reported the year by list-makers.

ABOUT THE LIST
Source: ABJ surveys, and company websites. Information provided by company representatives and could not be independently verified by the Austin Business Journal. Only firms that responded to request for information are included.

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December 23, 2022 PRINT

Austin Business Journal (56-000)

Monthly Visits **16.7K**

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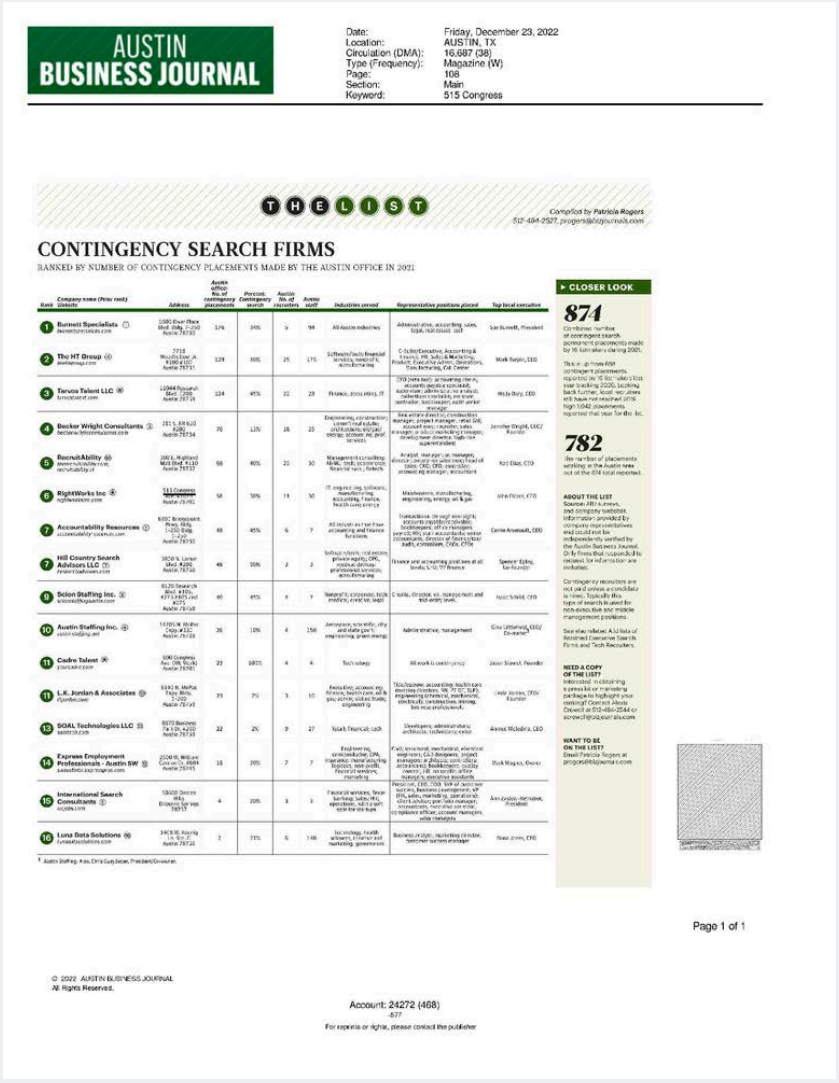
Austin Business Journal



AUSTIN BUSINESS JOURNAL

Date: Friday, December 23, 2022
Location: AUSTIN, TX
Circulation (DMA): 16,687 (38)
Type (Frequency): Magazine (W)
Page: 108
Section: Main
Keyword: 515 Congress

THE LIST

Compiled by Patricia Rogers
512-494-2527, progers@bizjournals.com

CONTINGENCY SEARCH FIRMS

RANKED BY NUMBER OF CONTINGENCY PLACEMENTS MADE BY THE AUSTIN OFFICE IN 2021

Rank	Company name (Prior rank) / Website	Address	Austin office No. of contingency placements	Percent Contingency search	Austin No. of recruiters	Austin staff	Industries served	Representative positions placed	Top local executive
1	Burnett Specialists	1500 River Place Blvd. Bldg. 2 #250 Austin 78730	174	94%	9	94	All Austin industries	Administrative, accounting, sales, legal, non-profit, staff	Sue Burnett, President
2	The HT Group	7715 Woodhollow Dr. #100 & #101 Austin 78731	129	90%	25	175	Software/hardware, financial services, medical, manufacturing	C-Suite/Executive, Accounting & Finance, HR, Sales & Marketing, Product, Executive Admin, Operations, Tech, Partnering, Call Center	Mark Harper, CEO
3	Tervos Talent LLC	11044 Research Blvd. #200 Austin 78759	124	45%	22	28	Finance, accounting, IT	CFO (who does), accounting clerks, accounts payable specialist, bookkeeper, collections clerk/rep, payroll, controller, bookkeeper, public service manager	Molly Dury, CEO
4	Becker Wright Consultants	221 S. Bth & Rdg Austin 78704	70	12%	18	25	Engineering, construction, consumer products, electronics, energy, software, life sciences	Area engineering director, manufacturing engineer, engineering manager, QAE, account exec, recruiter, sales manager, or sales/marketing manager, developer, software engineer, supply chain superintendent	Jennifer Wright, CEO/Founder
5	RecruitAbility	3801 N. Mallard Mill Creek #110 Austin 78703	68	40%	21	30	Management consulting, retail, tech, ecommerce, financial services, fintech	Analyst, manager, sr. manager, director, product (or sales exec) head of sales, CMO, CPO, operations, processing manager, accountant	Kori Elder, CTO
6	RightWorks Inc	111 Congress Austin 78701	58	16%	19	30	IT, engineering, software, manufacturing, accounting, finance, health care, energy	Maintenance, manufacturing, engineering, energy, oil & gas	John Flores, CTO
7	Accountability Resources	6301 Bridgepoint Pkwy. Bldg. 1 #250 Bldg. 1 #250 Austin 78730	48	45%	6	7	All industries w/ set Free accounting and finance functions	Transactions (ie: pay/ processing); accounts payable/receivable; bookkeepers; office managers; payroll; controllers; sales representatives; director of finance; audit, consultant, CMO, CTO	Carrie Arsenault, CEO
7	Hill Country Search Advisors LLC	3656 N. Lamar Blvd. #200 Austin 78756	48	10%	3	3	Software, network, real estate, private equity, CPG, medical devices, professional services, manufacturing	Finance and accounting positions at all levels; 6/10/19 Finance	Spencer Epley, Co-Founder
9	Scion Staffing Inc.	8120 Research Blvd. #100, #373 & #405 Austin 78758	40	45%	4	7	National; economic, tech markets, event mr, legal	C suite, director, vp, manager-level and tech-entry level	Noel Schild, CEO
10	Austin Staffing Inc.	11705 N. Mopac Expy. #202 Austin 78759	26	10%	4	150	Aerospace, scientific, city and state gov't, engineering, green energy	Administrative, management	Gina Littlefield, CEO/Co-owner
11	Cadre Talent	500 Congress Ave. STE 150 #1 Austin 78701	22	100%	4	4	Tech/energy	All work is contingency	Jason Stovall, Founder
11	L.K. Jordan & Associates	8140 N. MoPac Expy. Bldg. 1 #250 Austin 78759	22	7%	3	10	Executive; economic, forensic, health care, oil & gas, utility, science, studies, engineering	Title/Appraiser, accounting, health care attorney/clinicians, HR, IT, IT, SUPT, engineering (chemical, mechanical, electrical), construction, mining, bio, non-professional	Linda Jordan, CFO/Founder
13	SOAL Technologies LLC	9311 Burnet Rd Ste #210 Austin 78758	22	2%	9	27	Telsh Financial; tech	Developer, administrator, architects, technology sector	Ahmet Nicholas, CEO
14	Express Employment Professionals - Austin SW	2500 W. William Cannon Dr. #604 Austin 78745	18	20%	7	7	Engineering, semiconductor, CPA, insurance, home security, logistics, non-profit, financial services, marketing	Civil, structural, mechanical, electrical engineers, CAD designers, project managers, or physics, semi, office, accountants, bookkeepers, quality inspectors, or semi-skilled workers, and production positions	Shelli Magnus, Owner
15	International Search Consultants	10000 Stonelake Blvd. Building 1st floor #3517	4	20%	3	3	Financial services, financial, insurance, real estate, tech, energy, pharmaceuticals, retail, consumer goods	Partners, CEO, COO, SVP of client services, Business Development, VP (BD), sales, marketing, operations, CFO & controllers, per Data manager; accountants, front-office and mid-to compliance officer, account managers, area managers	Ann Lester, Partner, President
16	Luna Data Solutions	3406 W. Koenig Ln. Ste. C Austin 78756	2	75%	6	146	Technology, health, software, consumer and marketing, government	Business analysts, marketing director, customer success manager	Isaac Jones, CEO

* Austin Staffing, Pres. Chris Guy Jones, President/Co-owner.

CLOSER LOOK

874

Co-Workers' number of contingent search, permanent placements made by 16 Austin-area staffing firms during 2021.

This is up from 698 contingent placements reported by 16 Top Talkers a year ago, backing 2020, backing back further, most recruiters still have not returned to the high 1,042 placements reported that year for the list.

782

The number of placements working in the Austin area out of the 874 total reported.

ABOUT THE LIST

Sources: ABJ's surveys, and company websites. Information provided by company representatives and could not be independently verified by the Austin Business Journal. Only firms that responded to request for information are included.

Co-Workers' recruiters are not paid unless a candidate is hired. Typically this type of search is used for tech-execs, mid- and middle management positions.

See also related: A list of Retained Executive Search Firms and Tech Recruiters.

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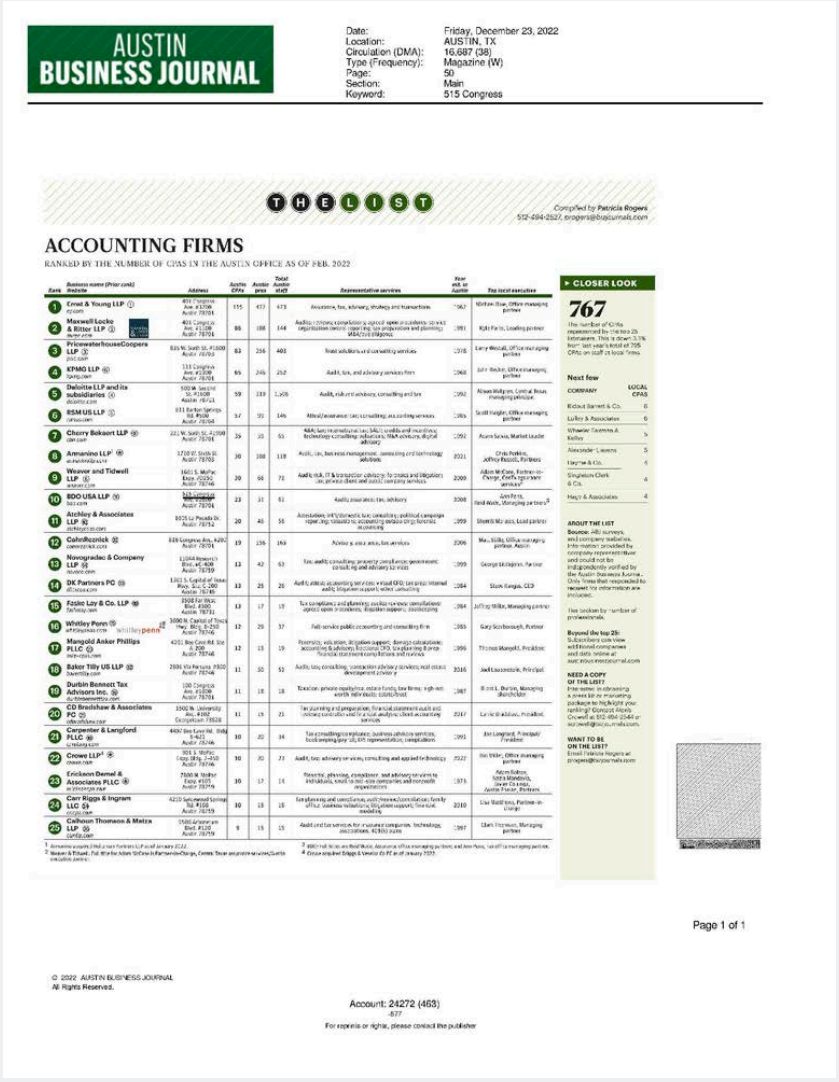

AUSTIN BUSINESS JOURNAL

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THE LIST

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ACCOUNTING FIRMS

RANKED BY THE NUMBER OF CPAS IN THE AUSTIN OFFICE AS OF FEB. 2022

Rank	Business name (Prior rank) Website	Address	Austin CPAs	Austin pros	Total Austin staff	Representative services	Year est. in Austin	Top local executive
1	Ernst & Young LLP ey.com	600 Congress Ave. #1700 Austin 78701	515	473	473	Assurance, tax, advisory, strategy and transactions	1962	Matthew Rose, Office managing partner
2	Maxwell Locke & Ritter LLP maxlaw.com	401 Congress Ave. #1500 Austin 78701	88	188	144	Audits; attorney consultation; agreed-upon procedures; stressed organization control reporting; tax preparation and planning; M&A/due diligence	1991	Kyle Parks, Leading partner
3	PricewaterhouseCoopers LLP pwc.com	816 W. Sixth St. #1600 Austin 78703	83	256	401	Trust solutions and consulting services	1978	Larry Wessel, Office managing partner
4	KPMG LLP kpmg.com	111 Congress Ave. #1500 Austin 78701	65	246	252	Audit, tax, and advisory services firm	1968	John Rucker, Office managing partner
5	Deloitte LLP and its subsidiaries deloitte.com	500 W. Second St. #1500 Austin 78701	59	183	1,268	Audit, risk and advisory, consulting and tax	1992	Alison Mulligan, Central Texas managing principal
6	BSM US LLP bmus.com	811 Barton Springs Rd. #900 Austin 78704	57	91	146	Attest/assurance; tax; consulting; accounting services	1986	Scott Hargis, Office managing partner
7	Cherry Bekaert LLP cbh.com	221 W. Sixth St. #1500 Austin 78701	26	35	65	M&A; tax; international tax; SALT; credits and incentives; technology consulting; industries; M&A advisory; digital advisory	1992	Asami Saiwa, Market Leader
8	Armanino LLP armanino.com	1710 W. Sixth St. Austin 78703	20	108	118	Audit, tax, business management, outsourcing and technology solutions	2021	Chris Perkins, Jeffrey Russell, Partners
9	Weaver and Tidwell LLP weaver.com	1601 S. MoPac Expy. #200N Austin 78746	20	66	72	Audit; tax; IT & transaction advisory; forensics and litigation; tax, private client and public accounting services	2009	Adam McKee, Partner-in-Charge, Austin tax/assurance services[2]
10	BDO USA LLP bdo.com	100 Congress Ave. #1500 Austin 78701	23	33	61	Audit; assurance; tax; advisory	2008	Jon Price, Heidi Wade, Managing partners[3]
11	Atchley & Associates LLP atchleycpa.com	8025 La Posada Dr. Austin 78752	20	46	56	Accountants; CPE/domestic tax; consulting; political campaign reporting; valuation; accounting services; corporate; forensic accounting	1959	Sherrill McCaslin, Lead partner
12	CohnReznick cohnreznick.com	600 Congress Ave., #2000 Austin 78701	19	136	169	Advisory; assurance; tax services	2006	Mac Silsby, Office managing partner, Austin
13	Novogradac & Company novoco.com	12004 Research Blvd., ste. 400 Austin 78759	13	42	63	Tax; audit; consulting; property compliance; governmental consulting and advisory services	1999	George Litchfield, Partner
14	DK Partners PC dkpcpa.com	1301 S. Capital of Texas Hwy. Bldg. C, 200 Austin 78746	13	25	26	Audit; attest; accounting services • Fixed CFO; tax prep; internal audit; litigation support; value consulting	1984	Steve Keegan, CEO
15	Fazio Lay & Co. LLP faziolay.com	2808 Fair Oaks Blvd. #300 Austin 78731	13	17	19	Tax compliance and planning; excise tax review; consultations; agreed-upon procedures; litigation support; bookkeeping	1984	Jeffrey Miller, Managing partner
16	Whitley Penn whitleypenn.com	3000 N. Capital of Texas Hwy. Bldg. B-250 Austin 78746	12	29	37	Full-service public accounting and consulting firm	1985	Gary Scarborough, Partner
17	Mangold Anker Phillips PLLC map-cpas.com	4201 Bee Cave Rd. Ste. F-200 Austin 78746	12	15	19	Forensics; valuations; litigation support; damages calculations; accounting & advisory; Excel/SQL/CPE; Employee Stock Ownership Plans; financial statement compilations and reviews	1996	Thomas Mangold, President
18	Baker Tilly US LLP bakertilly.com	2500 Via Renuma #800 Austin 78746	11	35	52	Audit; tax; consulting; transaction advisory services; real estate development advisory	2016	Jack Lascarides, Principal
19	Durbin Bennett Tax Advisors Inc. durbinbennetttax.com	100 Congress Ave. #1000 Austin 78701	11	18	18	Taxation; private equity/real estate funds; law firms; high-net-worth individuals; estate/trust	1987	Brent L. Durbin, Managing director/shareholder
20	CD Bradshaw & Associates PC cdbradshaw.com	3300 N. University Ave. #401 Georgetown 78628	11	15	21	Tax planning and preparation; financial statement audit and advisory consulting; valuation; estate; employee benefit plan auditing services	2017	Carlie Bradshaw, President
21	Carpenter & Langford PLLC cpalaw.com	4400 Bee Cave Rd. Bldg. 1, #421 Austin 78746	10	20	34	Tax consulting/compliance; business advisory services; bookkeeping; payroll; IRS representation; compilations	1995	Jim Langford, Principal/President
22	Crowe LLP[4] crowe.com	901 S. MoPac Expy. Bldg. 2 #450 Austin 78746	10	20	23	Audit; tax; advisory services; consulting and applied technology	2022	Ron Miller, Office managing partner
23	Ericksen Demel & Associates PLLC ericksendemel.com	7500 W. Honeycutt Expy. #105 Austin 78735	10	17	17	Financial planning; investment and advisory services to individuals, small to mid-size companies and nonprofit organizations	1973	Adam Bolton, Scott Broderick, Jeff Ericksen, Justin Proctor, Partners
24	Carr Riggs & Ingram LLC crijlc.com	4220 Spicewood Springs Rd. #100 Austin 78759	10	18	18	Estate planning and compliance; audit; review; consultation; family office; business valuations; litigation support; financial modeling	2010	Lisa Matthews, Partner-in-Charge
25	Calhoun Thomaos & Metzo LLP cpatlp.com	3500 Jefferson Blvd. #120 Austin 78731	9	15	15	Audit and tax services for insurance companies, technology companies, 401(k) plans	1997	Clark Thomaos, Managing partner

[1] Jermaine accepts ONLY cash. Partners LLP as of January 2021.
[2] Nielsen & Filland... Pat. Bill for Adam McKee is Partner-in-Charge, Center Texas assurance services/Austin executive partner.
[3] BDO Hall Stone and Heidi Wade, Assurance office managing partners, and Jenn Price, tax office managing partner.
[4] Crowe acquired Briggs & Veselka Co PC as of January 2022.

CLOSER LOOK

767

The number of CPAs represented by the top 25 businesses. This is down 3.1% from last year's total of 795 CPAs on staff in local firms.

Next few

COMPANY	LOCAL CPAS
Rickert Barnett & Co.	6
Lufkey & Associates	6
Wheeler Taormina & Kelley	5
Alexander Lawrens	5
Haynie & Co.	4
Singleton Clark & Co.	4
Hagin & Associates	4

ABOUT THE LIST

Source: ABJ surveys and company websites. Information provided by company representatives and could not be independently verified by the Austin Business Journal. Only firms that responded to request for information are included.

Ties broken by number of professionals.

Beyond the top 25: Subscribers can view additional companies and data online at austinbusinessjournal.com

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COMMERCIAL PROPERTY MANAGEMENT FIRMS

RANKED BY LOCAL COMMERCIAL PROPERTY SQUARE FEET UNDER MANAGEMENT AS OF JAN. 1, 2022

Rank	Business name (Prior rank) Website	Austin s.f. managed as of Jan. 2022	No. of local properties managed	Office s.f. managed	Industrial s.f. managed	Retail s.f. managed	Representative properties managed	Management division local executive
1	HPI Real Estate Services & Investments (7) hpire.com	19.64 million	108	6.13 million	9.21 million	854,460	Domain Tower, Domain Gateway, 701 Congress, The Summit at Lakeline, Airport Commerce Park, Southbank, Bluegrass Logistics Center, Fairpoint	Richard "Dick" Anderson, Partner
2	Stream Realty Partners Austin LP (3) streamrealty.com	12.33 million	148	2.7 million	9.35 million	288,653	600 Congress, 515 Congress, Heritage Grayson	Amanda Cooper, Regional managing director, property management
3	Routh Group routhpropertyco.com	10.2 million	75	200,000	2.2 million	7.5 million	Parkway Plaza Mall, Stone Star Mall, Meadowbrook Mall	Ross Routh, Partner
4	Transwestern (2) transwestern.com	9.29 million	112	8.67 million	622 million	89,781	Terrace 2, 4 & 6 @ Chisholm Trail, Rudy Garcia 3, 4, 5, Research Park Plaza IV	Robert Gaston, EVP
5	Endeavor Real Estate Group LLC (5) endeavor-re.com	7.62 million	120	3.39 million	207,803	3.01 million	Frost Bank Tower, IBC Bank Plaza, Schlitz	Bobby Mosier, Co-owner/Principal, property management
6	Live Oak Real Estate Development, Brokerage & Services (6) liveoak.com	7.51 million	122	985,375	6.45 million	361,119	Twelfth&Red, 2305 Manor, 1301 West Fifth	Rhonda Jones, Principal asset/ Managing Director, asset services
7	CBRE Group Inc. (7) cbre.com/austin	5.2 million	29	3.35 million	426,781	1.42 million	500 W. 2nd (50% JV), 111 Congress, 98 San Jacinto, Research Park Plaza V, The Terrace, Barton Bridge 2, 3, 4, 7 & 10, 11, 12	Michael Gosa, Managing director, property management
8	Cousins Properties (4) cousins.com	4.58 million	30	37,775	0	4.51 million	Colorado Tower, One Eleven Congress, 98 San Jacinto, Research Park Plaza V, The Terrace, Barton Bridge 2, 3, 4, 7 & 10, 11, 12	Walker Haley, Director of property management
9	Aquila Commercial LLC (8) aquilacommercial.com	4.31 million	35	3.75 million	1.03 million	183,000	Hartland Plaza, 6700 Plaza, Grand Pointe 1,2,3	Mike Murphy, Principal
10	Avenida Management Group Inc. (9) avenidagroup.com	4.22 million	21	3.24 million	843,902	28,902	Palmer Recreation Center, Research Park	Joe Ford, President, Texas Operations
11	Cushman & Wakefield U.S. Inc. (1) cushmanwakefield.com	4.07 million	40	2.65 million	1.03 million	90,445	5959 Center, Las Cimas 1 & II, Shepherd Mountain Plaza	Shyla McMahan, Managing director
12	Lincoln Property Co. (10) lincolnre.com	3.37 million	14	2.87 million	247,812	251,029	34 Questions, The Rosedale, 6500 RBC Building, 301 W 10th	Seth Johnson, SVP
13	Tarantino Properties Inc. (15) Tarantino.com	2.94 million	141	482,690	682,945	1.78 million	North Park Shopping Center, San Marcos Medical Center, Baylor Lake	Nick Tarantino, VP, Austin office
14	TIG Real Estate Services Inc. (14) tigrea.com	2.75 million	28	1.15 million	1.0 million	450,000	Easton Opus Plaza IV & V, Arboretum Point, Lantana Place, Stonelake Crossing, Cedar Knoll, Bexley Creek Industrial, Skaja at the Domain	Tom Flint, Principal
15	Lalipac Property Management Inc. (16) lalipac.us	2.75 million	200	90,000	100,000	2.51 million	South Shore Retail, 2400 Manor Rd., 5200 N Capital of Texas Hwy	Sandy Zhao Jr., CEO/President
16	Barshop & Oles Co. (19) barshop-oles.com	2.4 million	12	176,621	0	2.23 million	Go 'N Marketplace, Arboretum Market, Mueller Market District, Lakeline Market, Bridge Oaks	Stella McGinnis, VP/Partner
17	Kucera Management Inc. (16) kuceraco.com	2.31 million	20	2.31 million	0	0	Mueller Hills Phase Plaza on the Lake, Plaza 2000	Darrell Spaulding, Partner
18	ECR Management (21) ecrre.com	2.06 million	32	2.06 million	0	0	333 Congress, Norwood Towers, Litchfield Building	Tiffany Lauckner, Director of property management
19	CSA Realty Group Inc. (12) csarealtygroup.com	1.94 million	55	357,250	975,625	410,980	Far Keep Plaza, Wells Branch Landing, Airport Industrial Center, Lakeline Corporate Center, Round Rock Business Park, Longhorn Business Park	Andrew Crowell, Principal
20	Weitzman (13) weitzmangroup.net	1.83 million	27	167,848	0	1.65 million	Mueller Aldrich St., Capital Plaza, Southpark Meadows III	Jeff Nebut, EVP/City Partner
21	Sandalwood Management Inc. (11) sandalwoodmgt.com	1.09 million	35	1 million	90,086	636,346	Reserve Office Park, Shepherd Mountain Office Park, The MLK Shopping Center	Chad Koester, VP, commercial management
22	D. Quick Commercial Management Inc. (17) quickimpco.com	1.03 million	84	577,577	424,000	577,784	Old Town Square, Highlands of Lamar, Park 22	Joanne Iller, Director of Property Management
23	St. Croix Capital Management Group LLC (18) stcroixre.com	1.23 million	39	73,745	815,803	345,196	Cross Pointe, Center for Space Skills, Pearlstone Point	Crystal Zamzo, Mortgage director, property management
24	Zydeco Development (20) MetCenter.com	905,000	11	905,000	0	0	Met Center creative office	Rebecca Nixon, Director of property management
25	The Retail Connection (22) theretailconnection.net	907,501	18	0	0	907,501	West Woods Shopping Center, Woodlands, Former Michaels	Dana Duncan, Co-Vice President Executive, SVP property management & asset services

[1] Property management through Aquila Management Services affiliate

▸ CLOSER LOOK

117.8M

Total Austin-area square feet managed by the top 25 formalists as of January 2022 by comparison, Formalists last year reported 127.4 million s.f. managed in early 2021.

Re-rank by office s.f.

COMPANY	SQUARE FEET (in millions)
HPI Real Estate	6.13M (108)
Transwestern	8.37M (36)
Lindsey Retail Estate Group	3.8M (40)

Re-rank by industrial s.f.

COMPANY	SQUARE FEET (in millions)
HPI Real Estate	9.21M (108)
Stream Realty Partners Austin	9.35M (147)
Live Oak	6.46M (62)

Re-rank by retail s.f.

COMPANY	SQUARE FEET (in millions)
Routh Group	2.2M (14)
Cousins Properties	4.51M (29)
Weitzman Property Management	2.26M (180)

ABOUT THE LIST

Source: Data services and company websites. Information provided by companies representing, use and not all were independently verified.

Beyond the top 25: Subscribers can view additional commercial properties and data online at austinbusinessjournal.com

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1	NPI Real Estate Services & Investments (2) npiusa.com	19.64 million	108	8.13 million	9.71 million	854,760	Domain Tower, Domain Gateway, 301 Congress, The Summit at Lantana, Airport Commerce Park, Southpark, Bluebonnet Center, Freeport	Richard "Dick" Anderson, Partner
2	Stream Realty Partners Austin LP (1) streamrealty.com	12.33 million	149	2.7 million	9.35 million	280,853	600 Congress, 515 Congress, Heritage Crossing	Amanda Gaupp, Regional managing director, property management
3	Routh Group (4) routhproperties.com	10.2 million	75	200,000	2.2 million	7.5 million	Parkway Plaza Mall, Rome Star Mall, Middlebrook Mall	Nick Routh, Partner
4	Transwestern (3) transwestern.com	9.29 million	112	5.67 million	2.72 million	89,781	Parmer 2, 2 & 3, Chisholm Hall Realty Center I, 2, Research Park Plaza IV	Robert Gilliam, EVP
5	Endeavor Real Estate Group LLC (5) endeavor-re.com	7.62 million	120	3.39 million	207,933	2.01 million	Frost Bank Tower, IBC Bank Plaza, Scholle	Rocky Mosier, Co-owner/Principal, project management
6	Live Oak Real Estate Development, Brokerage & Services (6) liveoak.com	7.51 million	122	165,375	6.45 million	353,219	Twelfth@ Heatherwilde, 2609 Hwy. 183, Mira Vista	Rhonda Jones, Principal/asset Managing Director, asset services
7	CBRE Group Inc. (7) cbre.com/austin	5.2 million	29	3.35 million	426,781	1.42 million	500 W. 2nd (50C-200 s.f.), Indeed Tower (660,603 s.f.), MS Country Galleria (651, 875 s.f.)	Steven Gosse, Managing director, property management
8	Cousins Properties (8) cousins.com	4.58 million	20	32,775	0	4.55 million	Colorado Tower, One Eleven Congress, 98 San Jacinto, Research Park Plaza V, The Terrace, Domain (bldgs. 7, 1, 4, 1, 8, 10, 11, 12)	Melchor Haney, Director of property management
9	Aquila Commercial LLC[1] (9) aquilacommercial.com	4.31 million	35	2.76 million	1.02 million	983,000	Hartland Plaza, RFOI Plaza, Great Point 1, 2, 3	Mike Murphy, Principal
10	Arcadia Management Group Inc. (10) arcadiagroup.com	4.22 million	21	3.24 million	543,900	28,900	Palmer Innovation Center, Research Park	Joe Ford, President, Texas Operations
11	Cushman & Wakefield U.S. Inc. (11) cushmanwakefield.com	4.07 million	40	2.65 million	1.32 million	90,445	5555 Center, Las Cimas 1 & II, Shepherd Mountain Plaza	Sheila McNargue, Managing director
12	Lincoln Property Co. (12) lincolnre.com	3.37 million	14	2.87 million	247,812	251,020	98 Guadalupe, The Rowan, COA FDC (building), 201 W. 10th	Seth Johnson, SVP
13	Tarantino Properties Inc. (15) tarantino.com	2.94 million	148	482,690	682,945	1.78 million	North Park Shopping Center, San Moore Medical Center, Baker Lane	Nick Tarantino, VP, Austin office
14	TIG Real Estate Services Inc. (14) tigrea.com	2.75 million	78	1.15 million	1.2 million	400,000	Barton Oaks Plaza IV & V, Arboretum Point, Lantex Place, Scarbrook Crossing, Cedra Ridge, Bexley Creek Industrial, Shops at the Domain	Stan Flint, Principal
15	Latipac Property Management Inc. (16) latipac.us	2.75 million	200	95,000	100,000	2.55 million	South Store retail, 2406 Manor Rd., 5203 N Capital of Texas Hwy.	Garvey Zhao Jr., CEO/President
16	Barshop & Oles Co. (17) barshop-oles.com	2.4 million	12	176,621	0	2.23 million	Gar'it Marketplace, Arboretum Market, Mueller Market District, Lakeline Market, Bridle Oaks	Blake McGrew, VP/Partner
17	Kucera Management Inc. (13) kucera.com	2.31 million	20	2.31 million	0	0	Woodside Plaza, Plaza Place on the Lake, Plaza 7000	Daniel Spaulding, Partner
18	ECR Management (21) ecrre.com	2.06 million	32	2.06 million	0	0	333 Congress, Norwood Tower, Littlefield Building	Tiffany Jacobus, Director of property management
19	CSA Realty Group Inc. (19) csarealtygroup.com	1.94 million	55	567,290	975,625	400,000	Far Lego Plaza, Wells Branch Center, Airport Industrial Group, Gateway Commons, Round Square, The Bowie Building, Jupiter Business Park, Longhorn Business Park	Andrea Crowell, Principal
20	Weitzman (18) weitzmangroup.com	1.83 million	27	167,048	0	1.65 million	Mueller Aldrich St., Capital Plaza, Southpark Meadows II	Jeff Nobel, EVP/City Partner
21	Sandalwood Management Inc. (20) sandalwoodmgt.com	1.09 million	75	1 million	50,036	036,396	Reserve Office Park, Shepherd Mountain Office Park, The 6636 Bowling Center	Chad Lester, VP, commercial management
22	D. Quick Commercial Management Inc. (22) quickregus.com	1.03 million	84	377,337	424,000	377,784	Old Town Square, Highlands at Lamar, Park 77 Georgetown	Laurie Hart, Director of Property Management
23	St. Croix Capital Management Group LLC (24) stcroixcap.com	1.23 million	77	77,743	815,612	340,196	Grass Farms, Center for Spare Skills, Preforators, Point	Crystal Zarate, Managing director, property management
24	Zydeco Development (23) MidCenter.com	995,000	11	995,000	0	0	Mid Center creative office	Rebecca Nixon, Director of property management
25	The Retail Connection (25) theretailconnection.net	907,561	18	0	0	907,561	West Woods Shopping Center, Woodlands, Former Mervyns	Dana Chastain, Senior Property Manager Cole Real, SVP property management & asset services

[1] Property management through Aquila Management Services Arizona

CLOSER LOOK

117.8M

Total Austin-area square feet managed by the top 25 companies as of January 2022. By comparison, companies last year reported 107.9 million s.f. managed in early 2021.

Re-rank by office s.f.

COMPANY	SQUARE FEET (# PROPERTIES)
NPI Real Estate	8.13M (108)
Transwestern	5.67M (112)
Endeavor Real Estate Group	3.4M (47)

Re-rank by industrial s.f.

COMPANY	SQUARE FEET (# PROPERTIES)
NPI Real Estate	9.71M (108)
Stream Realty Partners Austin	9.35M (149)
Live Oak	6.45M (122)

Re-rank by retail s.f.

COMPANY	SQUARE FEET (# PROPERTIES)
Routh Group	7.5M (75)
Cousins Properties	4.55M (20)
Transwestern	2.72M (112)

[illegible] Austin-area retail property square feet [illegible]

ABOUT THE LIST
Source: Ally surveys and company websites. Information provided by company representatives and could not be independently verified.

Beyond the top 25: Subscribers can view additional companies and data online at austinbusinessjournal.com

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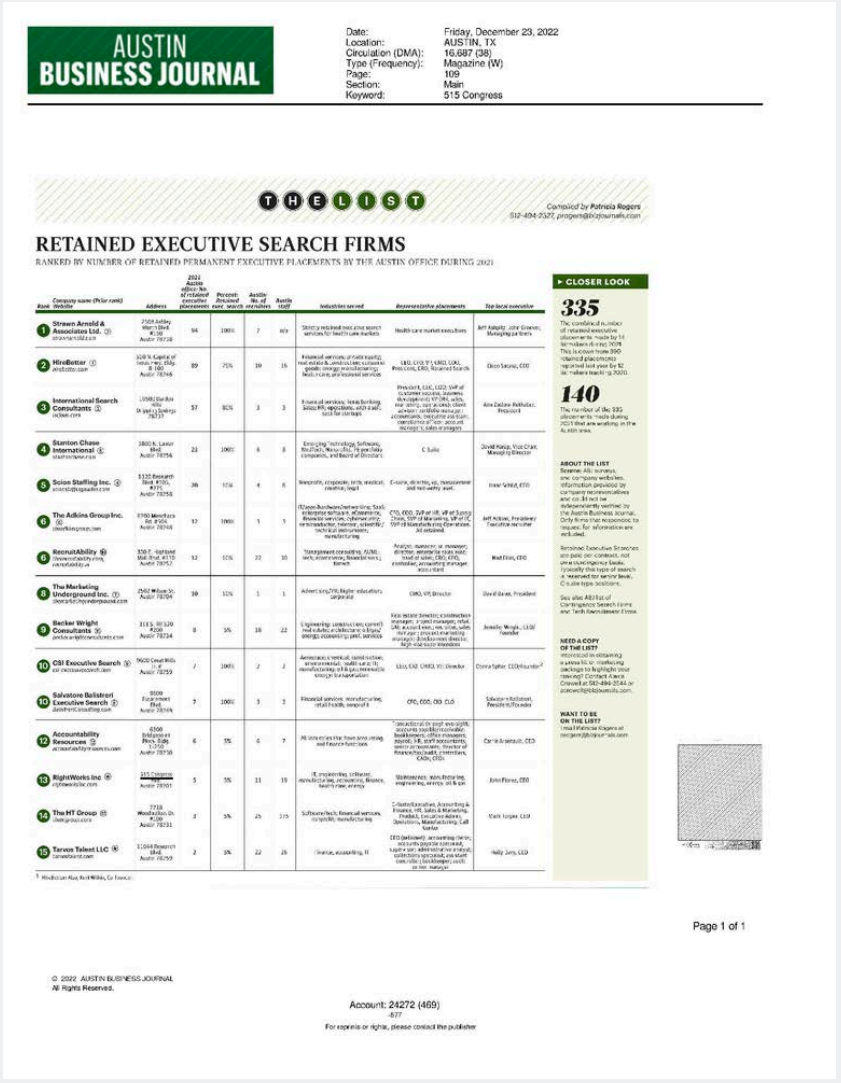

AUSTIN BUSINESS JOURNAL

Date: Friday, December 23, 2022
Location: AUSTIN, TX
Circulation (DMA): 16,687 (38)
Type (Frequency): Magazine (W)
Page: 109
Section: Main
Keyword: 515 Congress

THE LIST

Compiled by Patricia Rogers
512-494-2327, progers@bizjournals.com

RETAINED EXECUTIVE SEARCH FIRMS

RANKED BY NUMBER OF RETAINED PERMANENT EXECUTIVE PLACEMENTS BY THE AUSTIN OFFICE DURING 2021

Rank	Company name (Prior rank) Website	Address	2022 Austin office: No. of retained executive placements	Percent: Retained search	Austin-based No. of recruiters	Austin staff	Industries served	Representative placements	Top local executive
1	Strawn Arnold & Associates Ltd.	2500 Ashley Worth Blvd. #150 Austin 78738	94	100%	7	n/a	Strictly retained executive search services for health care markets	Health care market executives	Jeff Arnold; John Greene, Managing partners
2	HireBetter	609 N. Capital of Texas Hwy. Bldg. B 100 Austin 78746	89	75%	19	16	Financial services, private equity, real estate & construction, consumer goods, energy, manufacturing, healthcare, professional services	CEO, CFO, CTO, CMO, COO, President, CRO, Board of Directors	Dino Saccu, CEO
3	International Search Consultants	13900 Burnet Rd. Bldg. 2, Suite 210 Austin 78727	57	80%	3	3	Financial services, home building, telecom, consumer goods, retail, tech for startups	President, COO, CEO, SVP of Sales, Director of Sales, Sales Engineers, VP, SMB, sales, marketing, operations, Global services, controller, manager, accountants, executive vice president, director of HR, associate director of HR, associate manager, sales engineers	Alex Zaldana Rathbun, President
4	Stanton Chase International	3800 N. Lamar Blvd. Austin 78756	23	100%	6	8	Emerging technology, Software, Biotech, Renewables, To-profit companies, and Board of Directors	C Suite	David Hanig, Vice Chair, Managing Director
5	Scion Staffing Inc.	5120 Research Blvd. #105, #275, Austin 78756	36	15%	4	6	Nonprofit, corporate, arts, medical, creative, legal	Executive, directors, vp, management and non-entry level	Irene Vilnai, CEO
6	The Adkins Group Inc.	3700 Mesa Cir. #105 Austin 78746	17	100%	1	1	IT/Telecom/Business/Networking; SaaS; enterprise software; eCommerce; digital media; cybersecurity; semiconductor; telecom; scientific/technical instruments; manufacturing	CTO, CISO, SVP or VP, VP of Sales, COO, SVP of Marketing, VP of IT, SVP of Manufacturing Operations. All retained.	Jeff Adkins, Presidency Executive recruiter
6	RecruitAbility	3501 T. Harland Blvd. #110 Austin 78757	12	15%	22	35	Management consulting, AI/ML, web, ecommerce, financial svcs, fintech	Analyst, director or manager, director, associate vice president, head of sales, CEO, CTO, controller, accounting manager, vice president	Rod Ellis, CEO
8	The Marketing Underground Inc.	4502 Wilson St. Austin 78704	10	10%	1	1	Advertising/PR; Higher education; corporate	CMO, VP, Director	David Baker, President
9	Becker Wright Consultants	3113 S. 1st St #200 Austin 78704	8	5%	10	22	Engineering; construction; cement; real estate; architecture; energy; transportation; power; services	Vice president; construction manager; project manager; retail GM; account exec.; vice; sales; mortgage; project marketing manager; development director; high-rise hotel; investors	Jennifer Wright, LEED Founder
10	CSI Executive Search	9600 Great Hills Trl. #150E Austin 78759	7	100%	2	2	Aerospace; chemical; construction; environmental; audit and IT; manufacturing; oil & gas; renewable energy; transportation	CEO, CAO, CMO, VP, Director	Donna Spher, CEO/founder
10	Salvatore Balistreri Executive Search	8500 Fourmont Blvd. Austin 78759	7	100%	3	3	Financial services, manufacturing, retail/trade, nonprofit	CFO, COO, CIO, CLO	Salvatore Balistreri, President/founder
12	Accountability Resources	8500 Bedford Pkwy. Bldg. 1 #250 Austin 78758	6	5%	6	7	All industries that have accounting and finance functions	Executive in past and current; controller, CFO, director, bookkeeper, office manager, payroll, HR, staff accountants, senior accountants, director of finance/tax/audit, controllers, CAOs, CEO.	Carrie Arsenault, CEO
13	RightWorks Inc	515 Congress Ave. #2000 Austin 78701	5	5%	11	10	HR, engineering, software, manufacturing, accounting, finance, healthcare, energy	Maintenance, manufacturing, engineering, energy, oil & gas	John Flores, CEO
14	The HT Group	7700 Woodlake Dr. #100 Austin 78731	3	5%	45	115	Software/tech; financial services, nonprofit, manufacturing	C-level/executive, accounting & finance, HR, sales & marketing, product, executive advisor, operations, manufacturing, call center	Mark Logan, CEO
15	Tarvos Talent LLC	11044 Research Blvd. Austin 78759	2	5%	22	26	Finance, accounting, IT	CEO (advisory), accounting clerks, accounts payable specialist, supervisor, administrative analyst, collections specialist, executive vice president (bookkeeper), audit senior manager	Holly Jury, CEO

¹ Woodlake Blvd, Red Willow, Co-Executive

CLOSER LOOK

335

The combined number of retained executive placements made by 16 recruiters during 2021. This is down from 390 retained placements reported last year for 12 recruiters tracking in 2020.

140

The number of the 335 placements made during 2021 that are working in the Austin area.

ABOUT THE LIST

Sources: All surveys, one company websites. Information provided by company representatives and can't be independently verified by the Austin Business Journal. Only firms that responded to request for information are included.

Retained Executive Searches are paid per contract, not on a contingency basis. Typically this type of search is reserved for senior level, C-suite type positions.

See also: All list of Contingency Search Firms and Tech Recruitment Firms.

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December 23, 2022 PRINT

Austin Business Journal (56-000)

Monthly Visits **16.7K**

Monthly Visits

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Type (Frequency): Magazine (W)
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THE LIST

Compiled by Patricia Rogers
512-494-2527, progers@bizjournals.com

ARCHITECTURE FIRMS

RANKED BY 2021 ARCHITECTURE DESIGN & SERVICES REVENUE FOR THE AUSTIN OFFICE

Rank	Business name (Prior rank) Website	Address	2021 architect design revenue	No. of licensed architects	Total staff	Representative projects	Year est. (locally) HQ	Top local executive(s)
1	Page	400 W. Cesar Chavez St., #300 Austin 78701	$41.3 million	139	229		1998 Washington D.C.	Robert Barker, Senior principal/Regional director
2	Gensler	111 Congress Ave., Bldg. 1, #20 Austin 78701	$25.60 million	29	140		2007 N/A	Gabi Rankin, Principal/Managing Director
3	HKS	400 Congress Ave. Austin 78701	$23.26 million	11	25		2022 Dallas	Eric Lee, Office director
4	STG Design Inc.	816 Congress Ave., #1200 Austin 78701	$15.54 million	51	88		1976 Austin	Sandra Parer, CEO
5	Corgan	111 Congress Ave., #850 Austin 78701	$10.40 million	6	18		2018 Dallas	Joseph LaRocca, Senior Director, Austin Studio
6	Nelsen Partners Inc.	901 Congress Ave. Austin 78701	$10 million	11	14		1996 Austin	Brad Nelsen, Principal/President
7	Michael Hsu Office of Architecture	4900 Burnet Rd. Austin 78756	$9.5 million	21	78		2004 Austin	Wayne Bredhauer, Michael Hsu, Principals
8	O'Connell Robertson	811 Barton Springs Rd., #300 Austin 78704	$9.3 million	9	88		1950 Austin	Amy Jones, President
9	Perkins&Will Perkins&Will	310 Comal St., #200 Austin 78702	$8.6 million	34	42		2002 Chicago	Rosemary Brosie, Managing Director
10	Bercy Chen Studio LP	1, 44 Shelly St., #300 Austin 78702	$8.42 million	30	28		2001 Austin	Thomas Bercy, Gabriel Chen, Principal Partners
11	Jacobs	2705 Bee Cave Rd. #330 Austin 78746	$8.35 million	3	180		1991 Dallas	Carlos Nebblett, VP, Central Texas operations leader
12	Cornerstone Architects	7000 Bee Cave Rd. #300 Austin 78746	$8 million	17	19		1986 Austin	Ron Wenzlaff, Mark Cernosek, Rodney Tanner, Principal partners
13	Kelly Grossman Architects LLC	2924 Aster Way St. #200 Austin 78746	$7.34 million	3	24		1987 Austin	Kim Locke, Mark Pomeroy, Drew Schoffstall, Principals
14	Cushing Terrell	3914 W. 12th St. #300 Austin 78701	$7.32 million	13	55		2004 Billings, Montana	Jessica Pelczar, Associate principal
15	Sixthriver	1400 S. MoPac Expy. Bldg. 2, #200 Austin 78746	$7.2 million	4	22		2004 Austin	Leland Konzen, President
16	Pfluger Architects Inc.	2551 S. Riverside Dr. Austin 78704	$7.18 million	30	29		2012 Austin	Terry Pfluger, CEO; Jessica Kitchel, Managing principal
17	Stantec	1905 Aldrich St. #300 Austin 78723	$6.54 million	8	133		1954 Alberta, Canada	Tom Bekker, VP
18	McKinney York Architects	1301 S. Seventh St. Austin 78704	$6.5 million	15	22		1983 Austin	Michael Brownsmith, President
19	Davies Collaborative	2900 S. Lamar Blvd. #150 Austin 78704	$6.01 million	2	9		2013 Austin	Bill Davies, Principal
20	Barnes Gromatzky Kosarek Architects	1249 S. 1st St., #200 Austin 78704	$6 million	14	28		1984 Austin	Jay Barnes, Principal
21	Kipp Flores Architects LLC	11726 Jollyville Rd. #130 Austin 78759	$5.71 million	3	31		1987 Austin	Marissa Flores, Cameron Blaylock, Lisa Bales, Principals
22	Rhode Partners	501 Congress Ave. #200 Austin 78701	$5 million	8	25		2006 Austin	Bobby Bell, Brett Rhode, Directors
23	Danze & Davis Architects Inc.	4701 Westgrove Dr. #210 Austin 78628	$4.94 million	4	16		1986 Austin	Donovan Davis, President/CEO
24	Polkinghorn Group Architects Inc.	1225 S. Capital of Texas Hwy. Ste. B-200 Austin 78746	$4.7 million	4	19		1972 Austin	Lindsey Clarke, CEO
25	BSA LifeStructures	901 Barton Springs St. #920 Austin 78704	$4.2 million	7	38		2012 Indianapolis, IN	Kelly Peacock, Studio Director

CLOSER LOOK

$257.8M

The combined architecture design and services revenue for Austin's during 2021. This is up from $225 million in 2020.

The next few

HEADER	HEADER
Dick Clark + Associates	$4.19M
VLK Architects Inc.	$3.40M
GFF Inc.	$3.4M
The Beck Group	$3.29M
FKM Architects, Inc.	$2.96M
Tuna Architecture Studio	$2.34M
Fletcher + Studio Architects	$2.07M

ABOUT THE LIST

Sources: AIA surveys, local company websites. Information provided by company representatives and could not be independently verified by the Austin Business Journal. Only firms that responded to request for information are included.

Beyond the top 25: Subscribers can view additional companies on line at austinbusinessjournal.com

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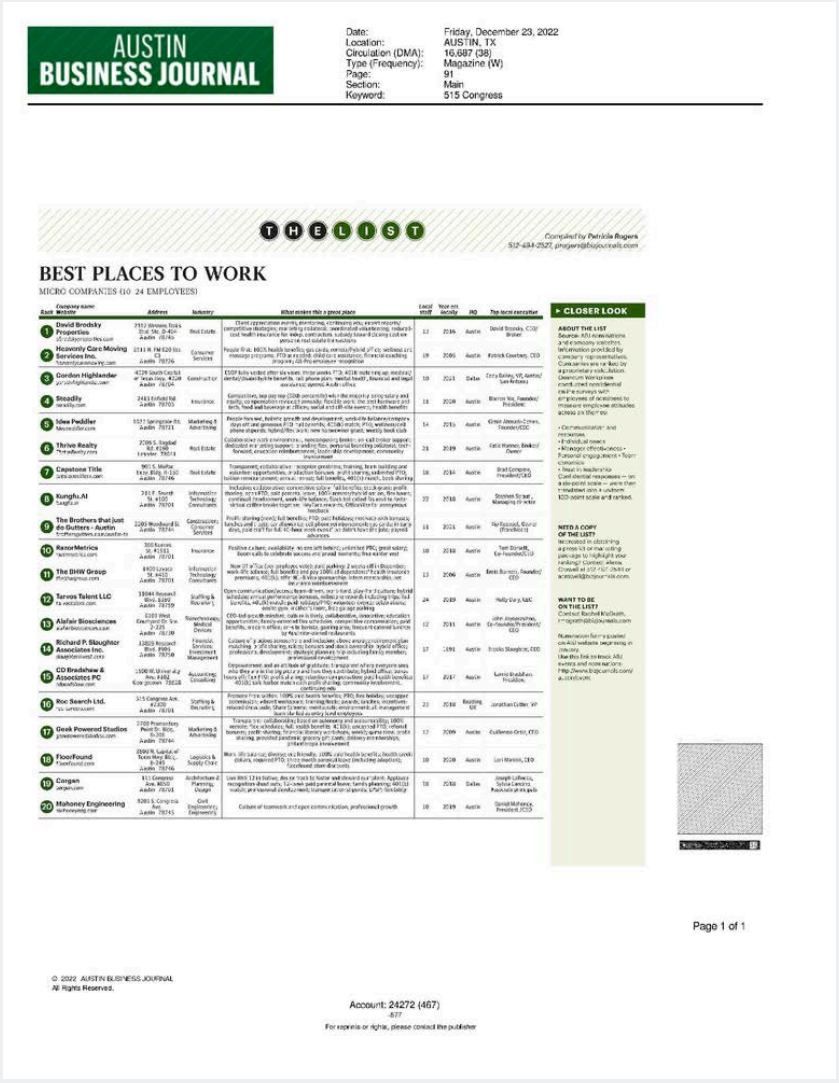

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BEST PLACES TO WORK

MICRO COMPANIES (10-24 EMPLOYEES)

Rank	Company name / Website	Address	Industry	What makes this a great place	Local staff	Year on locally	HQ	The list's executive
1	David Brodsky Properties	7117 Stevens Creek Blvd. Ste. D-404 Austin 78745	Real Estate	Client appreciation events, stretching, continuing edu, recent majority competitive strategies, eye-rolling collateral, coordinated volunteering, reduced cost health insurance for wives, contractors, subsidy toward cooking cost we pencil in real estate for holidays	13	2016	Austin	David Brodsky, CCIM Broker
2	Heavenly Care Moving Services Inc.	1711 N. FM 620 Rd. C3 Austin 78726	Consumer Services	House first, BBQS, health benefits, gas cards, remote hybrid, 9 mo. wellness and message programs, PTO as needed, childcare assistance, financial coaching programs, QB-Pro employee recognition	19	2001	Austin	Patrick Courtney, CEO
3	Gordon Highlander	4239 South Capital of Texas Hwy. Ste. 104 Austin 78704	Construction	$500 flats added after six years. Prize packs. PTO: 40 (8 subtracted monthly) Perfect Days (we're in the business of building), financial and legal services covered, Austin office	10	2021	Dallas	Terry Bailey, VP, Austin/San Antonio
4	Steadily steadily.com	2401 Enfield Rd Austin 78703	Insurance	Competitive, pay-per-way ($20k percentile) with the majority being salary and equity, no specialization involved, flexible work, the best hardware and tech, food and beverage at offices, social and off-site events, health benefits	18	2018	Austin	Blaine Nir, Founder/ President
5	Idea Peddler Ideapeddler.com	5521 Springdale Rd. Austin 78723	Marketing & Advertising	People-forward, holistic growth and development, work-life balance (respect days off and generous PTO), 401(k) match, PTO, wellness and phone stipends, hybrid/flex work, new to-be-owner grant, weekly book club	14	2015	Austin	Kristi Almeda-Comes, Founder/CEO
6	Thrive Realty Thrivebuddy.com	2706 S. Capital of Texas Hwy. #160 Lewisville 75067	Real Estate	Collaborative work environment, homeowning broker, we sell broker support, dedicated error editing support, trending flex, personal branding collateral, self-forward, proactive reimbursement, South Side environment, community involvement	28	2019	Austin	Katie Hamer, Broker/ Owner
7	Capstone Title capstonetitle.com	901 S. MoPac Expy. Bldg. II, Ste. 300 Austin 78746	Real Estate	Transparent, collaborative + receptive practices, training, team building and volunteer opportunities, production bonuses, profit sharing, unlimited PTO, tuition reimbursement, annual retreat, full benefits, 401(k) match, book sharing	18	2004	Austin	Brad Compton, President/CEO
8	Kungfu.AI kungfu.ai	701 E. South St. #100 Austin 78701	Information Technology Consultants	Inclusive, collaborative, connective culture - full benefits, profit-share, profit sharing, no PTO, cool parents, crew, 100% employer-paid vision, flex hours, continued involvement, work-life balance, flexible hybrid, time to learn, virtual coffee breaks together, wellness reimbursements, Officevibe for anonymous feedback	33	2018	Austin	Steven Schatz, Managing Director
9	The Brothers that just do Gutters - Austin thebrothersthatjustdogutters.com/austin-tx	1201 Rosewood St. Austin 78702	Construction; Consumer Services	Profit-sharing (soon), full benefits, PTO, paid holidays, mentored with bonuses, lunch-and-learns, pay-up shows for cell phone reimbursements so you're in the loop, paid staff for fall 4C-hour work events* (so there's no off-time), payroll advances	18	2021	Austin	Ike Falconi, Owner (Franchisee)
10	RazorMetrics razormetrics.com	300 Nueces St. #1501 Austin 78701	Insurance	Positive culture, availability - no one left behind, unlimited PTO, great salary, team calls to celebrate success and small moments, flex earlier end	18	2018	Austin	Tom Dorsett, Co-Founder/CEO
11	The BHW Group thebhwgroup.com	8400 Lewis Ln. Austin 78701	Information Technology Consultants	Now 37 w/Tue Eve; practices watch and guidance 2 weeks off in December; work-life balance, full benefits and pay 100% of dependents' health insurance premiums, 401(k), offer 'M...A Mix sponsorships, intern mentorships, we pay once establishment	13	2006	Austin	Brett Barnett, Founder/ CEO
12	Tervos Talent LLC tervostalent.com	13044 Research Blvd. #200 Austin 78759	Staffing & Recruiting	Open communication/access, team-driven, you're hard, play-the-7 culture, hybrid schedule, annual performance bonuses, salary + rewards including trips, full benefits, HR, 401(k) match, PTO, paid holidays, wellness allowance, onsite gym, walkers, bikers, bus-up parking	24	2020	Austin	Holly Guy, MD
13	Alafair Biosciences alafairbiosciences.com	6103 West Courtyard Dr. Ste. 2-225 Austin 78730	Biotechnology; Medical Devices	CEO-led growth mindset, calls in a lively, collaborative, innovative, educative opportunities, flexible/optimal life schedules, competitive compensation, good benefits, work in office, or work-to-homies, gaming area, frequent catered lunches by Austin-owned restaurants	12	2021	Austin	John Hoopengarner, Co-Founder/Principal/ CEO
14	Richard P. Slaughter Associates Inc. slaughterinvest.com	13809 Research Blvd. #905 Austin 78750	Financial Services; Investment Management	Culture of 'y' alone, accessible and inclusive, close-knit, competitive plan matching + 3% (the key, extra bonuses and direct ownership, hybrid office, professional development, strategic planning, trip-including family members, unlimited PTO, volunteering	17	1991	Austin	Brooks Slaughter, CEO
15	CD Bradshaw & Associates PC cdbradshaw.com	1500 W. Oliver Ave. #402 New Braunfels 78130	Accounting; Consulting	Empowerment and an all-team of gratitude, transparent where everyone sees what they are in the big picture and how they contribute, hybrid office, bonus, hours off, last PTO, profit sharing, retention-rewarded, paid health benefits, 401(k), safe harbor match, tech profit sharing, community involvement, continuous edu	17	2017	Austin	Carrie Bradshaw, President
16	Roc Search Ltd. roc-search.com	315 Congress Ave. #1200 Austin 78701	Staffing & Recruiting	Promote from within, 100% paid health benefits, PTO, flex holidays, uncapped commission, vibrant workspace, training/tools, awards, bonuses, incentives, relaxed dress code, Share Drive, quality work environment, all management is hands-on, flexible work, quality work environment	23	2018	Reading, UK	Jonathan Cutler, VP
17	Geek Powered Studios geekpoweredstudios.com	1720 Promontory Point Blvd. Ste. 150 Austin 78746	Marketing & Advertising	Transparent, collaborative, focused on autonomy and accountability, 100% remote, flex schedules, full health benefits, 4C ESOP, uncapped PTO, referral bonuses, profit-sharing, first-time delivery anniversary, weekly game time, profit sharing, generous pandemic grocery gift cards, delivery and transition, philanthropic investment	17	2009	Austin	Guillermo Ortiz, CTO
18	FloorFound Floorfound.com	2200 N. Lamar #110 Austin 78705	Logistics & Supply Chain	Work-life balance, diversity + friendly, 100% paid health benefits, health credit dollars, improved PTO, three-month parental leave (including adoption), Torchwood, stem discounts	18	2018	Austin	Lori Warren, CEO
19	Corgan corgan.com	811 Congress Ave. #500 Austin 78701	Architecture & Planning; Design	Live Well 12 to Deliver, the ice trays to foster and reward our talent, Applause recognition shout-outs, 12-week paid parental leave, family planning, 401(k) match, phenomenal contributions, transportation stipends, SPOT, tax savings	78	2018	Dallas	Joseph LaRocca, Sylvia Cancino, Paula Lara-Jacobs
20	Mahoney Engineering mahoneyeng.com	9301 S. Congress Ave. Austin 78745	Civil Engineering; Engineering	Culture of teamwork and open communication, professional growth	10	2019	Austin	Donald McKinney, President/CEO

CLOSER LOOK

ABOUT THE LIST

Source: 401 nominations and employee questions. Information provided by company representatives. Companies are ranked by a proprietary calculation. Quantum Workplace conducted confidential employee surveys with employees of companies to measure employee attitudes across the list as

- Communication and resources
- Individual input
- Manager effectiveness
- Personal engagement
- Team cohesion
- Trust in leadership

Cash denial responses — on a standard scale — were then rendered on a custom 100-point scale and ranked.

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Nominations form is posted on ABJ website beginning in January. Use this link to track ABJ events and nominations: http://www.bizjournals.com/austin/event

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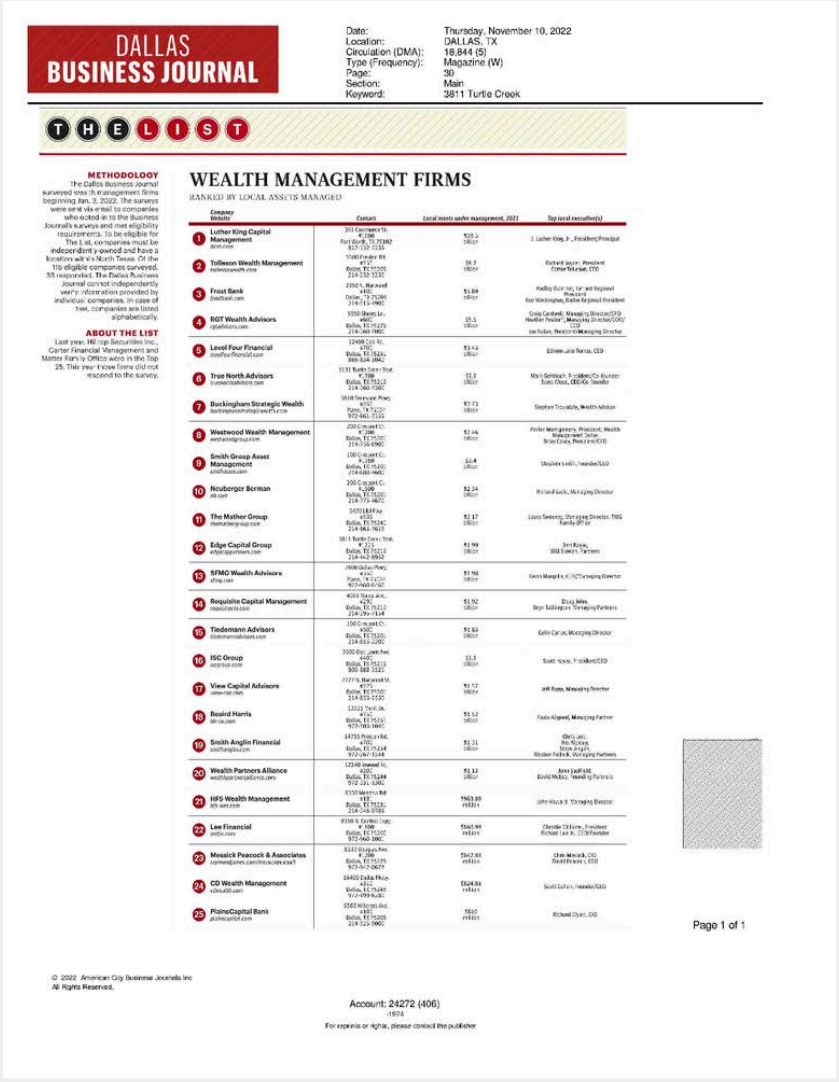
Monthly Visits

Dallas Business Journal



DALLAS BUSINESS JOURNAL

Date: Thursday, November 10, 2022
Location: DALLAS, TX
Circulation (DMA): 18,844 (5)
Type (Frequency): Magazine (W)
Page: 36
Section: Main
Keyword: 3811 Turtle Creek

THE LIST

METHODOLOGY

The Dallas Business Journal surveyed area wealth management firms beginning Jan. 3, 2022. The surveys were sent via e-mail to companies who acted in to the Business Journal's surveys and met eligibility requirements. To be eligible for The List, companies must be independently-owned and have a location within North Texas. Of the 116 eligible companies surveyed, 35 responded. The Dallas Business Journal cannot independently verify information provided by individual companies. In case of ties, companies are listed alphabetically.

ABOUT THE LIST

Last year, HB Top Securities Inc., Carter Financial Management and Mather Family Office were in the Top 25. This year those firms did not respond to the survey.

WEALTH MANAGEMENT FIRMS

RANKED BY LOCAL ASSETS MANAGED

Company Website	Address	Local assets under management, 2021	Top local executive(s)
1 Luther King Capital Management	301 Commerce St. #1300 Fort Worth, TX 76102 817-332-1232	$20.3 billion	J. Luther King, Jr., President/Principal
2 Tolleson Wealth Management	15660 Dallas Pkwy. #925 Dallas, TX 75248 214-252-1232	$8.7 billion	Richard Joyce, President Peter Tolleson, CEO
3 Frost Bank	2001 N. Harwood #101 Dallas, TX 75201 214-411-4900	$5.89 billion	Hadley Boerner, Senior Regional Director Ken Washington, Dallas Regional President
4 RGT Wealth Advisors	5950 Sherry Ln. #602 Dallas, TX 75225 214-560-1000	$5.5 billion	Craig Cardwell, Managing Director/CFO Heather Pendry, Managing Director/COO CCO Jon Nolan, Senior Managing Director
5 Level Four Financial	12404 Preston Rd. #702 Dallas, TX 75230 888-534-3842	$3.43 billion	Edmee Jose Reeves, CEO
6 True North Advisors	5151 Belt Line Road #1200 Dallas, TX 75254 214-560-1000	$3.3 billion	Mark Gambach, President/Co-founder Scott Dyer, CEO/Co-founder
7 Buckingham Strategic Wealth	5008 Tennyson Pkwy. #250 Plano, TX 75024 972-661-3333	$2.75 billion	Stephen Trzcinski, Wealth Advisor
8 Westwood Wealth Management	200 Crescent Ct. #1200 Dallas, TX 75201 214-756-6900	$2.46 billion	Porter Montgomery, President, Wealth Management Jon Zeiler, Brian Evans, Principal/CFO
9 Smith Group Asset Management	100 Crescent Ct. #1200 Dallas, TX 75201 214-880-4602	$2.4 billion	Stephen Smith, Founder/CEO
10 Neuberger Berman	200 Crescent Ct. #1200 Dallas, TX 75201 214-373-4672	$2.24 billion	Richard Sacks, Managing Director
11 The Mather Group	5400 LBJ Fwy. #1500 Dallas, TX 75240 214-963-7615	$2.17 billion	Laura Sweeney, Managing Director, TMG Family Office
12 Edge Capital Group	3811 Turtle Creek Blvd. #1900 Dallas, TX 75219 214-442-8933	$1.99 billion	Jim Rowe, EDGE Capital Partners
13 SFMG Wealth Advisors	2900 Dallas Pkwy. #250 Plano, TX 75093 972-960-6760	$1.96 billion	Kevin Mangold, CFP®/CFA®, Managing Director
14 Requisite Capital Management	4514 Travis Ave. #325 Dallas, TX 75205 214-780-1148	$1.92 billion	Doug Jobe, Bryn Baldwin, Managing Partners
15 Tiedemann Advisors	100 Crescent Ct. #1300 Dallas, TX 75201 214-853-1200	$1.83 billion	Colin Carter, Managing Director
16 ISC Group	3500 Oak Lawn Ave. #500 Dallas, TX 75219 800 888 3522	$1.8 billion	Scott Hawes, President/CEO
17 View Capital Advisors	7777 N. Blackwell Dr. #300 Dallas, TX 75230 214-853-5535	$1.57 billion	Jeff Ross, Managing Director
18 Beaird Harris	12221 Tech Dr. #100 Dallas, TX 75243 972-783-3800	$1.52 billion	Paula Aligood, Managing Partner
19 Smith Anglin Financial	14755 Preston Rd. #310 Dallas, TX 75248 972-267-7248	$1.31 billion	Chris Lee, Jim Nichols, Brian Anglin, Wisdom Patrick, Managing Partners
20 Wealth Partners Alliance	12740 Inwood St. #225 Dallas, TX 75244 972-231-1290	$1.13 billion	John Sadfield, David Mullen, Founding Partners
21 HFS Wealth Management	8350 Nieman Rd. #110 Dallas, TX 75238 214-349-0788	$963.89 million	John Hauck II, Managing Director
22 Lee Financial	8350 N. Central Expy. #1200 Dallas, TX 75206 972-960-3800	$860.99 million	Christie Gilfarr, President Richard Lee Jr., CFA/Founder
23 Messick Peacock & Associates	8333 Douglas Ave. #1200 Dallas, TX 75225 972-867-0877	$847.88 million	Chris Messick, CIO Keith Peacock, CEO
24 CD Wealth Management	16400 Dallas Pkwy. #850 Dallas, TX 75248 972-490-8480	$824.86 million	Scott Colvin, Founder/CEO
25 PlainsCapital Bank	2323 Victory Ave. #801 Dallas, TX 75219 214-525-5900	$810 million	Richard Dyer, CIO

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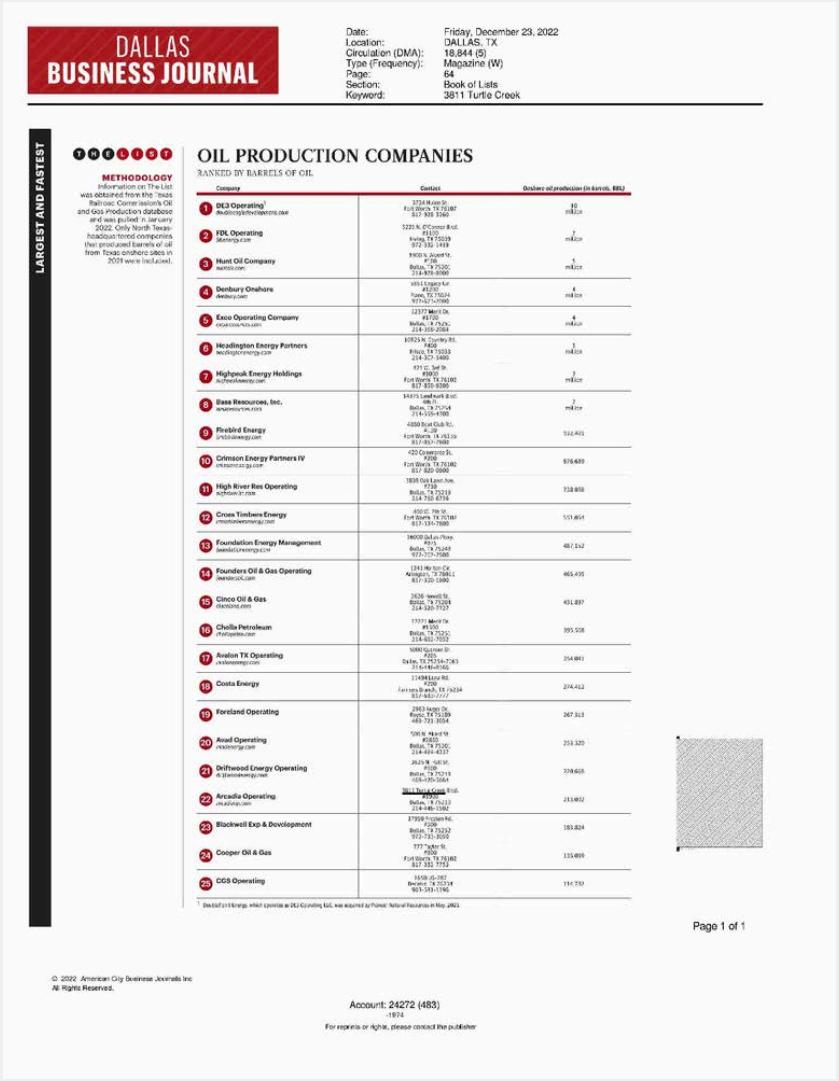
November 10, 2022 PRINT

Dallas Business Journal (56-000)

Monthly Visits **18.8K**

Monthly Visits



DALLAS BUSINESS JOURNAL

Date: Friday, December 23, 2022
Location: DALLAS, TX
Circulation (DMA): 18,844 (5)
Type (Frequency): Magazine (W)
Page: 64
Section: Book of Lists
Keyword: 3811 Turtle Creek

LARGEST AND FASTEST

OIL PRODUCTION COMPANIES

RANKED BY BARRELS OF OIL

METHODOLOGY

Information on The List was obtained from the Texas Railroad Commission's Oil and Gas Production database and was pulled in January 2022. Only North Texas-headquartered companies that produced barrels of oil from Texas onshore sites in 2021 were included.

	Company	Contact	Onshore oil production (in barrels, BBL)
1	DL3 Operating[1]		10 million
2	FDL Operating		7 million
3	Hunt Oil Company		5 million
4	Denbury Onshore		4 million
5	Exco Operating Company		4 million
6	Headington Energy Partners		3 million
7	Highpeak Energy Holdings		3 million
8	Base Resources, Inc.		2 million
9	Firebird Energy		532,401
10	Crimson Energy Partners IV		576,639
11	High River Res Operating		738,858
12	Cross Timbers Energy		551,854
13	Foundation Energy Management		487,542
14	Founders Oil & Gas Operating		465,435
15	Cinco Oil & Gas		431,897
16	Cholla Petroleum		395,558
17	Avalon TX Operating		354,841
18	Costa Energy		274,412
19	Foreland Operating		267,313
20	Axad Operating		253,320
21	Driftwood Energy Operating		229,605
22	Arcadia Operating		213,402
23	Blackwell Exp & Development		183,824
24	Cooper Oil & Gas		133,899
25	CGS Operating		114,733

[1] Diamondback Energy, which currently operates as DL3 Operating, LLC, was acquired by Pioneer Natural Resources in May 2021.

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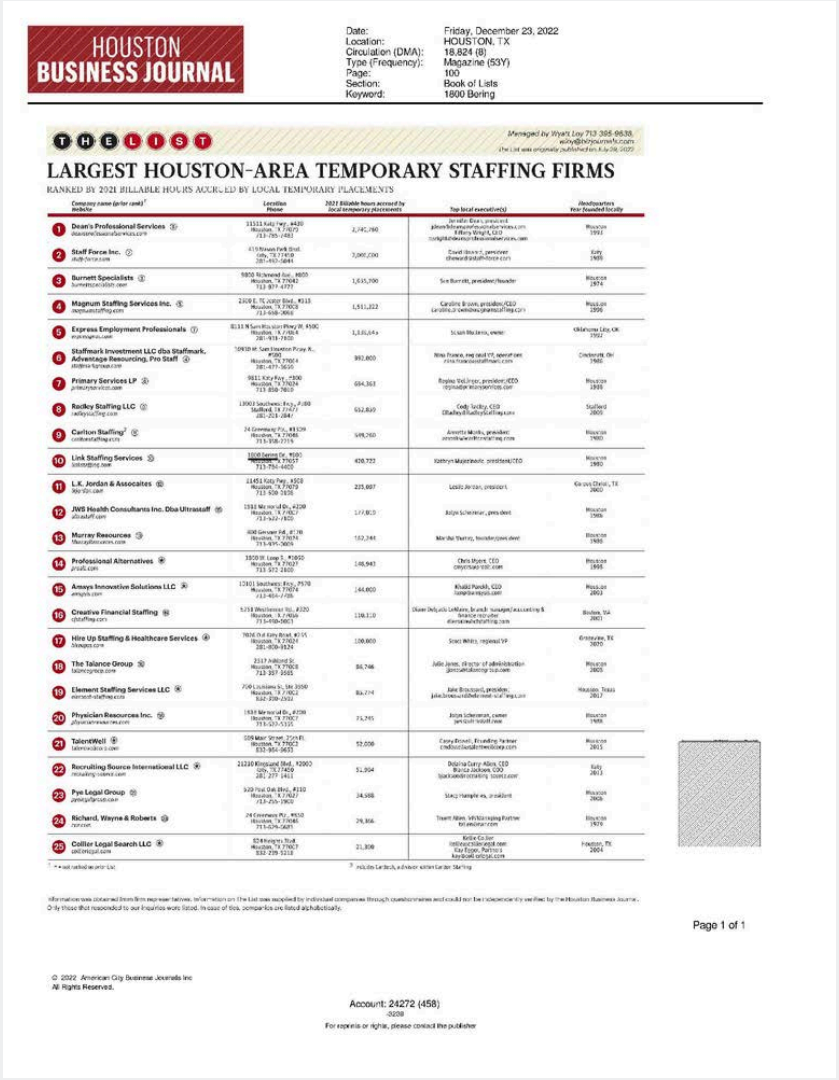
December 23, 2022 PRINT

Dallas Business Journal (56-000)

Monthly Visits **18.8K**

Monthly Visits

Houston Business Journal



HOUSTON BUSINESS JOURNAL

Date: Friday, December 23, 2022
Location: HOUSTON, TX
Circulation (DMA): 18,824 (8)
Type (Frequency): Magazine (53Y)
Page: 100
Section: Book of Lists
Keyword: 1800 Boring

THE LIST

Managed by Wyatt Loy 713.366.9638.

LARGEST HOUSTON-AREA TEMPORARY STAFFING FIRMS

RANKED BY 2021 BILLABLE HOURS ACCRUED BY LOCAL TEMPORARY PLACEMENTS

	Company name (prior rank)	Location Phone	2021 Billable hours accrued by local temporary placements	Top local executive(s)	Headquarters Year founded locally
1	Dean's Professional Services		2,745,780		
2	Staff Force Inc.		2,000,000		
3	Burnett Specialists		1,635,700		
4	Magnum Staffing Services Inc.		1,511,222		
5	Express Employment Professionals		1,110,644		
6	Staffmark Investment LLC dba Staffmark, Advantage Resourcing, Pro Staff		992,800		
7	Primary Services LP		694,363		
8	Radley Staffing LLC		652,869		
9	Carlton Staffing		598,260		
10	Link Staffing Services		420,722		
11	L.K. Jordan & Associates		225,697		
12	JWS Health Consultants Inc. Dba Ultrastaff		177,800		
13	Murray Resources		162,344		
14	Professional Alternatives		148,943		
15	Amsys Innovative Solutions LLC		144,800		
16	Creative Financial Staffing		138,110		
17	Hire Up Staffing & Healthcare Services		100,800		
18	The Talance Group		86,746		
19	Element Staffing Services LLC		86,274		
20	Physician Resources Inc.		71,745		
21	TalentWell		52,058		
22	Recruiting Source International LLC		51,904		
23	Pye Legal Group		34,588		
24	Richard, Wayne & Roberts		29,806		
25	Collier Legal Search LLC		21,308		

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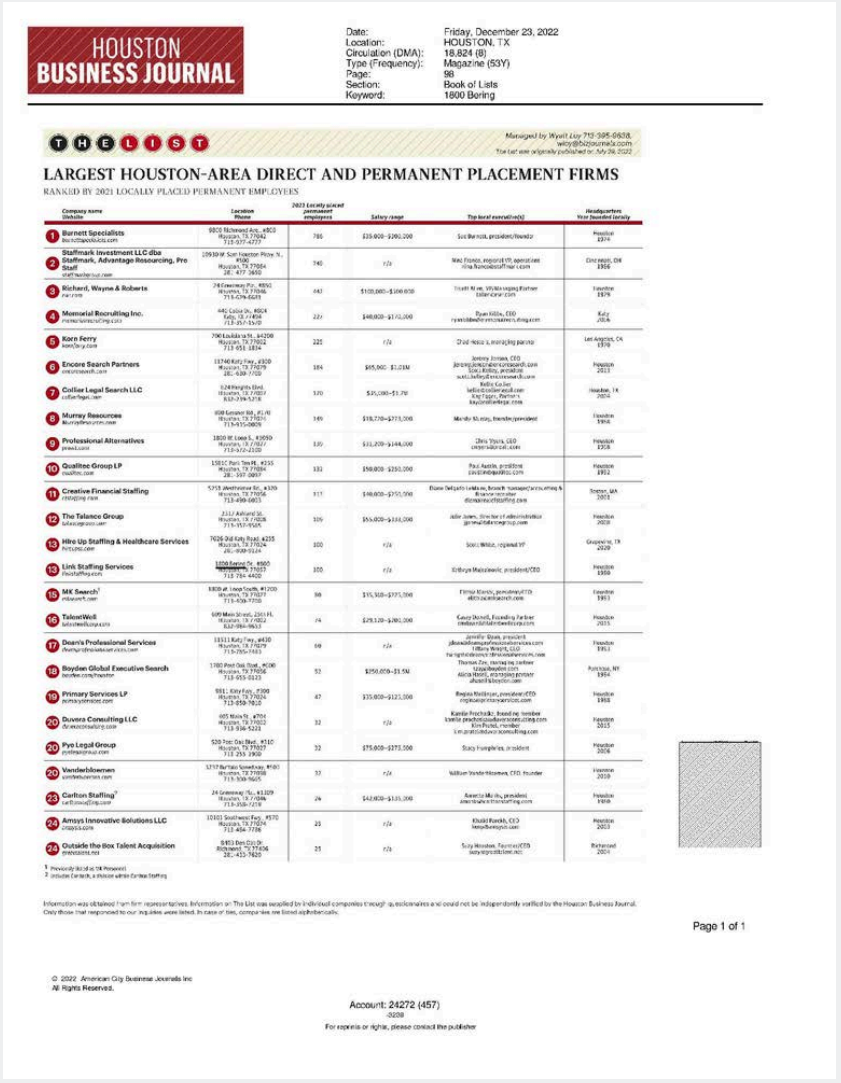
December 23, 2022 PRINT

Houston Business Journal (56-000)

Monthly Visits **18.8K**

Monthly Visits

Houston Business Journal



HOUSTON BUSINESS JOURNAL

Date: Friday, December 23, 2022
Location: HOUSTON, TX
Circulation (DMA): 18,824 (8)
Type (Frequency): Magazine (53Y)
Page: 98
Section: Book of Lists
Keyword: 1800 Boring

THE LIST

Managed by Wyatt Loy 713-395-9638, wloy@bizjournals.com
The list was originally published on July 29, 2022

LARGEST HOUSTON-AREA DIRECT AND PERMANENT PLACEMENT FIRMS

RANKED BY 2021 LOCALLY PLACED PERMANENT EMPLOYEES

Company name / Website	Location / Phone	2021 Locally placed permanent employees	Salary range	Top local executive(s)	Headquarters / Year founded locally
1 Burnett Specialists	8800 Richmond Ave., #800 Houston, TX 77042 713-577-4777	785	$35,000–$200,000	Scott Burnett, president/founder	Houston 1974
2 Staffmark Investment LLC dba Staffmark, Advantage Resourcing, Pro Staff	19939 W. Sam Houston Pkwy. N., Suite 100 Houston, TX 77084 281-477-3650	740	n/a	Mike Franco, regional HR operations mike.franco@staffmark.com	Cincinnati, OH 1966
3 Richard, Wayne & Roberts	24 Greenway Plz., #850 Houston, TX 77046 713-479-8689	440	$100,000–$200,000	Heath Allen, Houston hiring partner hallen@rwr.com	Houston 1976
4 Memorial Recruiting Inc.	445 Calle Dr., #804 Katy, TX 77450 713-257-1570	227	$48,000–$72,000	Ryan Hilla, CEO ryan@memorialrecruiting.com	Katy 2004
5 Korn Ferry	700 Louisiana St., #4200 Houston, TX 77002 713-651-1814	225	n/a	Chad Hesse, managing partner	Los Angeles, CA 1969
6 Encore Search Partners	13740 Kirby Fwy., #300 Houston, TX 77079 281-638-7700	184	$65,000–$1.01M	Jeremy Jordan, CEO jjordan@encoresearchpartners.com Traci Kelley, president traci.kelley@encoresearch.com	Houston 2013
7 Collier Legal Search LLC	1248 Heights Blvd. Houston, TX 77007 832-314-1218	170	$25,000–$1.7M	Kelly Gaither kelly@colliersearch.com Kay Fagan, Partner kay@colliersearch.com	Houston, TX 2014
8 Murray Resources	808 Sawyer St., #140 Houston, TX 77007 713-935-0809	149	$58,270–$273,000	Mandy Murray, founder/president	Houston 1994
9 Professional Alternatives	1800 W. Loop S., #1050 Houston, TX 77027 713-572-2120	130	$32,000–$148,000	Chris Travis, CEO ctravis@proalt.com	Houston 1978
10 Qualitee Group LP	15810 Park Ten Pl., #255 Houston, TX 77084 281-597-0897	102	$58,000–$250,000	Paul Austin, president paustin@qualitee.com	Houston 1992
11 Creative Financial Staffing	5718 Westheimer St., #320 Houston, TX 77057 713-499-6803	97	$48,000–$750,000	Diane Delgado-LeMaire, branch manager/accounting & finance recruiter dlemaire@cfstaffing.com	Boston, MA 1973
12 The Talance Group	2117 Ashland St. Houston, TX 77008 713-357-9565	89	$55,000–$144,000	Julie Jones, director of administration jjones@talancegroup.com	Houston 2020
13 Hire Up Staffing & Healthcare Services	7026 Old Katy Road, #255 Houston, TX 77024 281-908-9124	80	n/a	Scott Weiss, regional VP	Grapevine, TX 2020
14 Link Staffing Services	1250 Saging Dr., #665 Houston, TX 77077 713-784-4400	66	n/a	Kirbyn Matuszewski, president/CEO	Houston 1999
15 MK Search[1]	9303 W. Loop South, #1200 Houston, TX 77027 713-439-7700	58	$55,000–$375,000	Fiona Kanos, president/CEO mkm@mksearch.com	Houston 1993
16 TalentWell	609 Main Street, 23rd Fl. Houston, TX 77002 832-986-9653	24	$29,120–$280,000	Casey Dowell, Founding Partner casey.dowell@talentwellrpo.com	Houston 2015
17 Dean's Professional Services	13111 Katy Fwy., #430 Houston, TX 77079 713-785-7440	69	n/a	Jennifer Dean, president jdean@deansprofessionalservices.com Tiffany Wright, CEO tiffany.wright@deansprofessionalservices.com	Houston 1981
18 Boyden Global Executive Search	1100 Post Oak Blvd., #1080 Houston, TX 77056 713-655-0323	52	$250,000–$1.5M	Thomas Zec, managing partner tzec@boyden.com Alicia Herrill, associate partner aherrill@boyden.com	Paramus, NJ 1964
19 Primary Services LP	9811 Katy Fwy., #200 Houston, TX 77024 713-659-7810	47	$35,000–$122,000	Regina Nettleton, president/CEO regina@primaryservices.com	Houston 1988
20 Duvera Consulting LLC	605 Main St., #701 Houston, TX 77002 713-936-5223	32	n/a	Kamlin Prechtel, board rep. member kamlin.prechtel@duveraconsulting.com Kim Pickel, member kim.pickel@duveraconsulting.com	Houston 2015
20 Pye Legal Group	520 Post Oak Blvd., #510 Houston, TX 77027 713 255 1900	32	$75,000–$273,000	Stacy Humphries, president	Houston 2006
20 Vanderbloemen	5757 Bartlett Speedway, #160 Houston, TX 77098 713-338-9605	32	n/a	William Vande Hoeven, CEO, founder	Houston 2010
23 Carlton Staffing[2]	24 Greenway Plz., #1209 Houston, TX 77046 713-338-7218	26	$42,000–$135,000	Annette Mullins, president annettem@carltonstaffing.com	Houston 1998
24 Amsys Innovative Solutions LLC	10101 Southwest Fwy., #370 Houston, TX 77074 713-464-7736	25	n/a	Khalid Kardh, CEO kkardh@amsys.com	Houston 2003
25 Outside the Box Talent Acquisition	6953 Dan Cox Dr. Richmond, TX 77406 281-423-7825	25	n/a	Suzy Knudsen, Founder/CEO suzy@outsidetheboxtalent.com	Richmond 2014

[1] Previously listed as TK Personnel
[2] Includes Canada, a division within Carlton Staffing

Information was obtained from firm representatives. Information on The List was supplied by individual companies through questionnaires and could not be independently verified by the Houston Business Journal. Only those that responded to our inquiries were listed. In case of ties, companies are listed alphabetically.

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December 23, 2022 PRINT

Houston Business Journal (56-000)

Monthly Visits **18.8K**

Monthly Visits

Houston Business Journal

HOUSTON BUSINESS JOURNAL

Date: Friday, December 23, 2022
Location: HOUSTON, TX
Circulation (DMA): 18,824 (8)
Type (Frequency): Magazine (53Y)
Page: 109
Section: Book of Lists
Keyword: 1800 Boring

THE LIST

Managed by Wyatt Loy 713-355-9538, wloy@bizjournals.com
The List was originally established on Sept. 15, 2022

LARGEST HOUSTON-AREA TITLE COMPANIES

RANKED BY LOCAL TITLE CLOSINGS 2021

Company name (prior rank)	Address	Local title closings 2021	Local title insurance premium volume	Local, full-time employees	Top local executive(s)	Headquarters first year of service
1 Stewart Information Services			n/a	n/a		
2 Chicago Title Houston						
3 Capital Title of Texas LLC			n/a			
4 Old Republic National Title Insurance Co.						
5 Fidelity National Title Agency Inc.						
6 Alamo Title Company						
7 South Land Title LLC						
8 Frontier Title Co.-WH LLC						
9 Texas American Title Co.						
10 American Title Company of Houston						
11 Charter Title Co.						
12 Monarch Title-Of Texas						
13 Infinity Title Company LLC						
14 Stratos Title LP						

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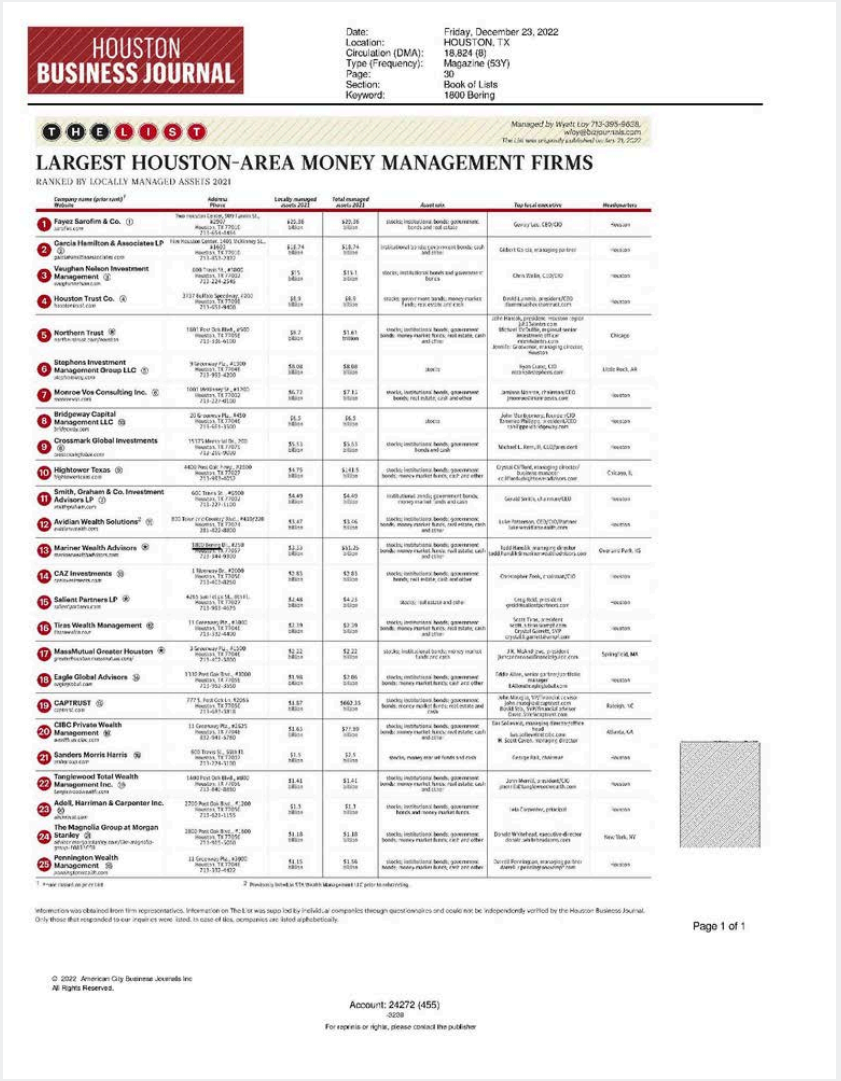

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Type (Frequency): Magazine (53Y)
Page: 30
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Keyword: 1800 Boring

THE LIST

Managed by Wyeth Loy 713-395-9638,
wloy@bizjournals.com
The List was originally published on Dec 23, 2022

LARGEST HOUSTON-AREA MONEY MANAGEMENT FIRMS

RANKED BY LOCALLY MANAGED ASSETS 2021

	Company name (prior rank)[1] Website	Address Phone	Locally managed assets 2021	Total managed assets 2021	Asset mix	Top local executive	Headquarters
1	Fayez Sarofim & Co.	Two Houston Center, 909 Fannin St., #2900 Houston, TX 77010 713-654-4484	$20.38 billion	$20.38 billion	stocks; institutional bonds; government bonds and real estate	Gerry Lee, CEO/CIO	Houston
2	Garcia Hamilton & Associates LP	One Houston Center, 1401 McKinney St., #1900 Houston, TX 77010 713-853-7300	$18.74 billion	$18.74 billion	institutional securities; government bonds; cash and other	Gilbert Garcia, managing partner	Houston
3	Vaughan Nelson Investment Management	600 Travis St., #1900 Houston, TX 77002 713-229-2345	$15 billion	$15.1 billion	stocks; institutional bonds and government bonds	Chris Wolfe, CIO/CEO	Houston
4	Houston Trust Co.	3737 Buffalo Speedway, #200 Houston, TX 77098 713-513-9400	$8.9 billion	$8.9 billion	stocks; government bonds; money-market funds; real estate and cash	David Lumsden, president/CEO dlumsden@houstontrust.com	Houston
5	Northern Trust	1601 Post Oak Blvd., #580 Houston, TX 77056 713-336-4100	$8.7 billion	$1.61 trillion	stocks; institutional bonds; government bonds; money-market funds; real estate; cash and other	John Hancock, president; Houston region Michael DeVuono, regional senior investment officer mandbank.com Jennifer Grabowski, managing director, Houston	Chicago
6	Stephens Investment Management Group LLC	9 Greenway Plz., #1500 Houston, TX 77046 713-993-4200	$8.08 billion	$8.08 billion	stocks	Peyton Coates, CIO ecoastalcapitalpartners.com	Little Rock, AR
7	Monroe Vos Consulting Inc.	1001 Whitehead St., #1101 Houston, TX 77019 713-227-4110	$6.72 billion	$7.81 billion	stocks; institutional bonds; government bonds; real estate; cash and other	Jessica Spirnik, chairman/CEO jessica@mvinvestments.com	Houston
8	Bridgeway Capital Management LLC	20 Greenway Plz., #450 Houston, TX 77046 713-661-3300	$6.5 billion	$6.5 billion	stocks	John Shackleford, Houston CEO Rosemary Phillips, president/COO rosemary@bridgeway.com	Houston
9	Crossmark Global Investments	1177 West Loop S., #10 Houston, TX 77027 713-626-1919	$5.53 billion	$5.53 billion	stocks; institutional bonds; government bonds and cash	Michael L. Ayers, III, CLU/ayers@crossmarkglobal.com	Houston
10	Hightower Texas	4400 Post Oak Pkwy., #2200 Houston, TX 77027 713-877-8252	$4.75 billion	$4.43 billion	stocks; institutional bonds; government bonds; money-market funds; cash and other	Crystal Clifford, managing director/business manager cc@wealthadvisorsolutions.com	Chicago, IL
11	Smith, Graham & Co. Investment Advisors LP	600 Travis St., #2100 Houston, TX 77002 713-237-1100	$4.49 billion	$4.49 billion	institutional bonds; government bonds; money-market funds and cash	Gerald Smith, chairman/CEO	Houston
12	Avidian Wealth Solutions[2]	800 Town & Country Blvd., #410/320 Houston, TX 77024 281-822-8800	$3.47 billion	$3.06 billion	stocks; institutional bonds; government bonds; money-market funds; real estate; cash and other	Luke Helmerson, CEO/CIO/Partner luke@avidianwealth.com	Houston
13	Mariner Wealth Advisors	1301 Dove St., #210 Newport Beach, CA 92660 713-244-9300	$2.53 billion	$61.26 billion	stocks; institutional bonds; government bonds; money-market funds; real estate; cash and other	Todd Hamill, managing director todd.hamill@marinerwealthadvisors.com	Overland Park, KS
14	CAZ Investments	1 Riverway Dr., #2000 Houston, TX 77056 713-403-8250	$2.65 billion	$2.65 billion	stocks; institutional bonds; government bonds; real estate; cash and other	Christopher Peek, chairman/CIO	Houston
15	Salliant Partners LP	4265 San Felipe St., #1141 Houston, TX 77027 713-961-4075	$2.48 billion	$4.25 billion	stocks; institutional and other	Greg Reid, president greid@salliantpartners.com	Houston
16	Tiras Wealth Management	11 Greenway Plz., #1800 Houston, TX 77046 713-232-4400	$2.38 billion	$2.38 billion	stocks; institutional bonds; government bonds; money-market funds; real estate; cash and other	Scott Tiras, president with Crystal Garrett, CSA crystal@tiraswealth.com	Houston
17	MassMutual Greater Houston	2 Greenway Plz., #1200 Houston, TX 77046 713-473-5800	$2.22 billion	$2.22 billion	stocks; institutional bonds; money market funds; cash and cash	J.R. Mulvihill Jr., president jamesmassmutualmail.com	Springfield, MA
18	Eagle Global Advisors	1100 Post Oak Blvd., #2000 Houston, TX 77056 713-960-1000	$1.98 billion	$2.86 billion	stocks; institutional bonds; government bonds; money-market funds; cash and other	Eddie Allen, senior partner/portfolio manager EAllen@eagleglobal.com	Houston
19	CAPTRUST	777 S. Post Oak Ln., #2065 Houston, TX 77056 713-651-5818	$1.87 billion	$602.35 billion	stocks; institutional bonds; government bonds; money-market funds; real estate and cash	John Minyard, SVP/financial advisor john.minyard@captrust.com Brad Sills, SVP/financial advisor Client Management Team	Raleigh, NC
20	CIBC Private Wealth Management	11 Greenway Plz., #1525 Houston, TX 77046 833-581-6780	$1.63 billion	$27.99 billion	stocks; institutional bonds; government bonds; money-market funds; real estate; cash and other	Ian Selkowitz, managing director/office head ian.selkowitz@cibc.com M. Scott Carter, managing director	Atlanta, GA
21	Sanders Morris Harris	600 Travis St., 10th Fl. Houston, TX 77002 713-524-5300	$1.5 billion	$2.5 billion	stocks; money-market funds and cash	George Ball, chairman	Houston
22	Tanglewood Total Wealth Management Inc.	1440 Post Oak Blvd., #880 Houston, TX 77056 713-840-8050	$1.41 billion	$1.41 billion	stocks; institutional bonds; government bonds; money-market funds; real estate; cash and other	John Merrill, president/CIO jmerrill@tanglewoodwealth.com	Houston
23	Adell, Harriman & Carpenter Inc.	2705 Post Oak Blvd., #260 Houston, TX 77056 713-626-1155	$1.3 billion	$1.3 billion	stocks; institutional bonds; government bonds; and money-market funds	Lisa Carpenter, president	Houston
24	The Magnolia Group at Morgan Stanley	2800 Post Oak Blvd., #600 Houston, TX 77056 713-871-2050	$1.18 billion	$1.18 billion	stocks; institutional bonds; government bonds; money-market funds; cash and other	Donald Whitehead, executive director donald.whitehead@ms.com	New York, NY
25	Pennington Wealth Management	11 Greenway Plz., #1900 Houston, TX 77046 713-355-4400	$1.15 billion	$1.56 billion	stocks; institutional bonds; government bonds; money-market funds; cash and other	David Pennington, managing partner dpennington@penningtonllp.com	Houston

[1] = was ranked on prior list
[2] = previously listed as SFA Wealth Management LLC prior to rebranding

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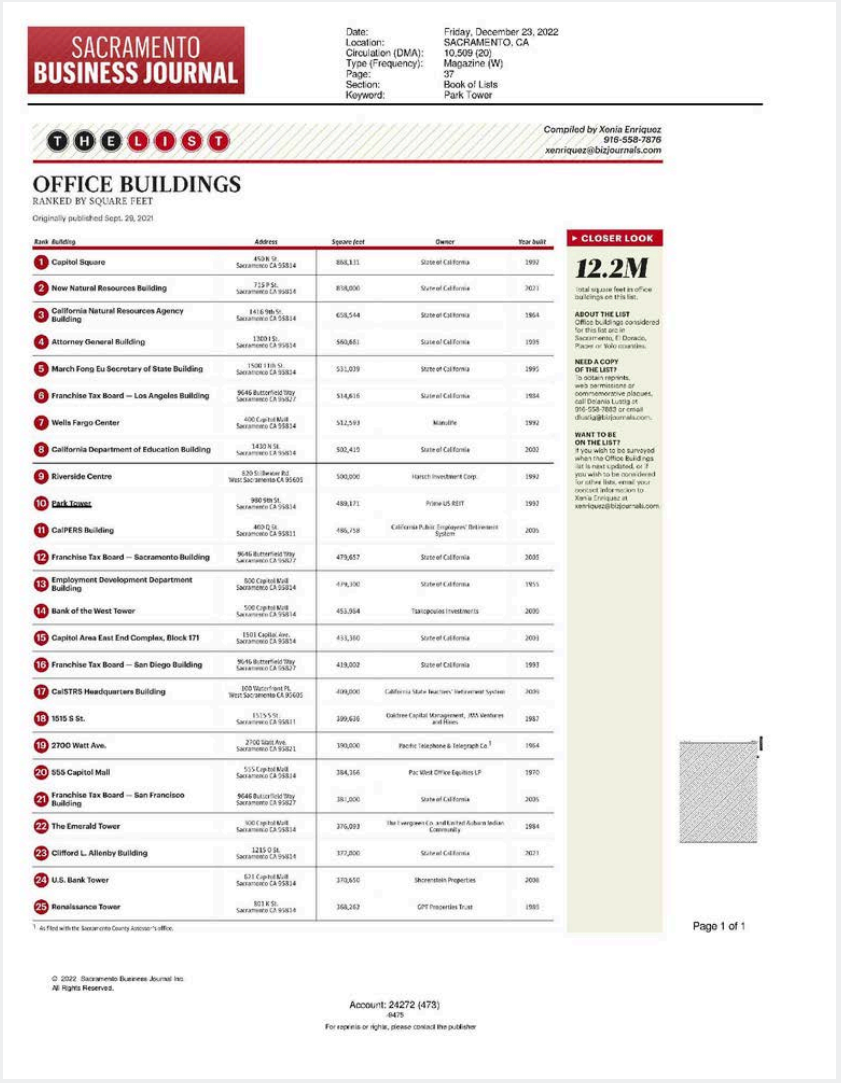
December 23, 2022 PRINT

Houston Business Journal (56-000)

Monthly Visits **18.8K**

Monthly Visits

Sacramento Business Journal



SACRAMENTO BUSINESS JOURNAL

Date: Friday, December 23, 2022
Location: SACRAMENTO, CA
Circulation (DMA): 10,509 (20)
Type (Frequency): Magazine (W)
Page: 37
Section: Book of Lists
Keyword: Park Tower

THE LIST

Compiled by Xenia Enriquez
916-558-7876
xenriquez@bizjournals.com

OFFICE BUILDINGS

RANKED BY SQUARE FEET

Originally published Sept. 29, 2021

Rank	Building	Address	Square feet	Owner	Year built
1	Capitol Square	450 K St. Sacramento CA 95814	868,131	State of California	1992
2	New Natural Resources Building	715 P St. Sacramento CA 95814	838,000	State of California	2021
3	California Natural Resources Agency Building	1416 9th St. Sacramento CA 95814	658,544	State of California	1964
4	Attorney General Building	1300 I St. Sacramento CA 95814	580,681	State of California	1935
5	March Fong Eu Secretary of State Building	1500 11th St. Sacramento CA 95814	531,039	State of California	1995
6	Franchise Tax Board — Los Angeles Building	9646 Butterfield Way Sacramento CA 95827	514,616	State of California	1984
7	Wells Fargo Center	400 Capitol Mall Sacramento CA 95814	512,593	Nareit®	1992
8	California Department of Education Building	1430 N St. Sacramento CA 95814	502,415	State of California	2002
9	Riverside Centre	630 S Beeler Rd. West Sacramento CA 95605	500,000	Hatch Investment Corp.	1992
10	Park Tower	980 9th St. Sacramento CA 95814	488,171	Prime US REIT	1992
11	CalPERS Building	400 Q St. Sacramento CA 95811	486,758	California Public Employees' Retirement System	2005
12	Franchise Tax Board — Sacramento Building	9646 Butterfield Way Sacramento CA 95827	479,657	State of California	2005
13	Employment Development Department Building	800 Capitol Mall Sacramento CA 95814	474,100	State of California	1955
14	Bank of the West Tower	500 Capitol Mall Sacramento CA 95814	453,864	Tsakopoulos Investments	2000
15	Capitol Area East End Complex, Block 171	1501 Capitol Ave. Sacramento CA 95814	433,300	State of California	2001
16	Franchise Tax Board — San Diego Building	9646 Butterfield Way Sacramento CA 95827	419,002	State of California	1993
17	CalSTRS Headquarters Building	100 Waterfront Pl. West Sacramento CA 95605	400,000	California State Teachers' Retirement System	2006
18	1515 S St.	1515 S St. Sacramento CA 95811	399,636	Oaktree Capital Management, JBA Ventures and Nuveen	1987
19	2700 Watt Ave.	2700 Watt Ave. Sacramento CA 95821	390,000	Pacific Telephone & Telegraph Co.[1]	1964
20	555 Capitol Mall	555 Capitol Mall Sacramento CA 95814	384,166	Pac West Office Equities LP	1970
21	Franchise Tax Board — San Francisco Building	9646 Butterfield Way Sacramento CA 95827	381,000	State of California	2005
22	The Emerald Tower	500 Capitol Mall Sacramento CA 95814	376,093	The Evergreen Co. and United Auburn Indian Community	1984
23	Clifford L. Allenby Building	1215 O St. Sacramento CA 95814	377,000	State of California	2021
24	U.S. Bank Tower	621 Capitol Mall Sacramento CA 95814	370,650	Shorenstein Properties	2006
25	Renaissance Tower	801 K St. Sacramento CA 95814	368,262	CPT Properties Trust	1985

[1] As filed with the Sacramento County Assessor's office.

▸ CLOSER LOOK

12.2M

Total square feet in office buildings on this list.

ABOUT THE LIST
Office buildings considered for this list are in Sacramento, El Dorado, Placer or Yolo counties.

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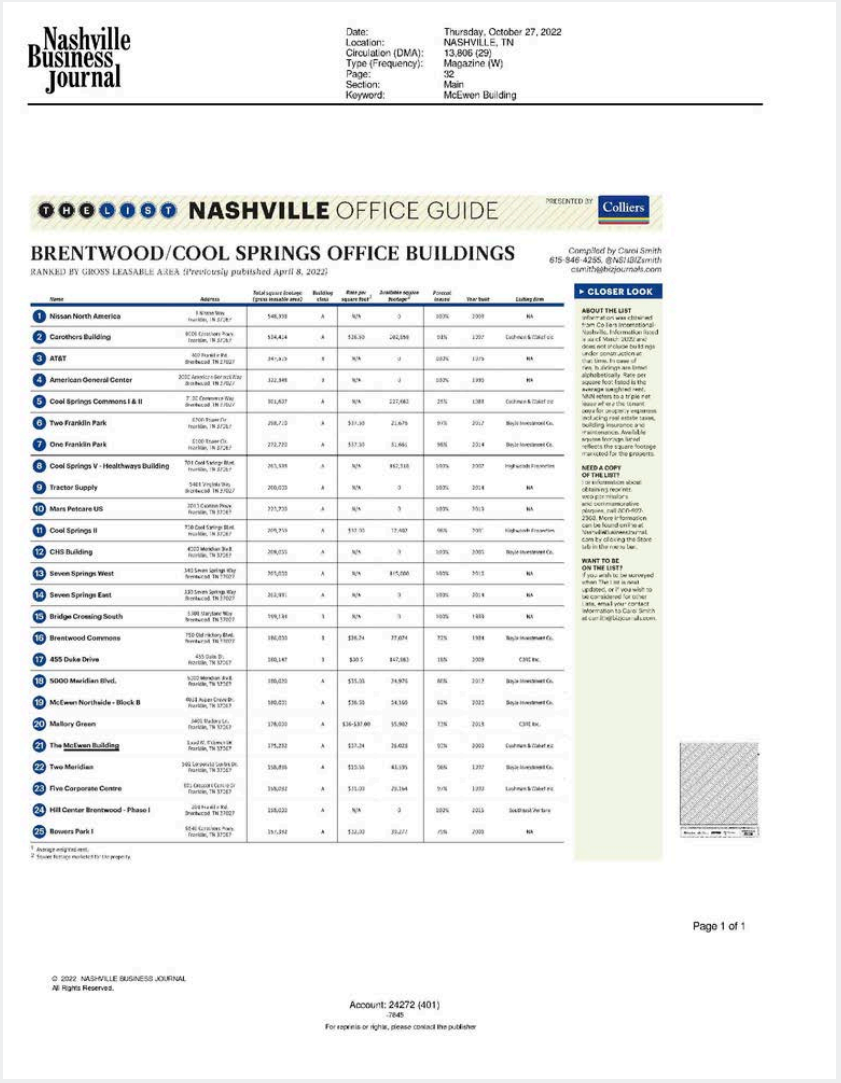
December 23, 2022 PRINT

Sacramento Business Journal (56-000)

Monthly Visits **10.5K**

Monthly Visits

Nashville Business Journal



Nashville Business Journal

Date: Thursday, October 27, 2022
Location: NASHVILLE, TN
Circulation (DMA): 13,806 (29)
Type (Frequency): Magazine (W)
Page: 32
Section: Main
Keyword: McEwen Building

THE LIST NASHVILLE OFFICE GUIDE

PRESENTED BY Colliers

BRENTWOOD/COOL SPRINGS OFFICE BUILDINGS

RANKED BY GROSS LEASABLE AREA (Previously published April 8, 2022)

Compiled by Carol Smith
615-846-4285, @NBJBZsmith
csmith@bizjournals.com

	Name	Address	Total square footage (gross leasable area)	Building class	Rate per square foot[1]	Available square footage[2]	Percent leased	Year built	Listing firm
1	Nissan North America		540,930	A	N/A	0	100%	2009	NA
2	Carothers Building	8026 Carothers Pkwy, Franklin, TN 37067	534,414	A	$26.50	260,896	51%	1997	Cushman & Oakley LLC
3	AT&T	401 Royal Ln #4, Brentwood, TN 37027	341,419	A	N/A	0	100%	1979	NA
4	American General Center	2001 American General Way, Brentwood, TN 37027	322,348	A	N/A	0	100%	1990	NA
5	Cool Springs Commons I & II	7, 30 Commerce Way, Brentwood, TN 37027	301,637	A	N/A	227,662	25%	1988	Cushman & Oakley LLC
6	Two Franklin Park	6700 Royal Dr, Franklin, TN 37067	298,710	A	$31.50	21,679	93%	2017	Boyle Investment Co.
7	One Franklin Park	6100 Royal Dr, Franklin, TN 37067	272,722	A	$37.50	31,661	90%	2014	Boyle Investment Co.
8	Cool Springs V - Healthways Building	701 Cool Springs Blvd, Franklin, TN 37067	265,595	A	N/A	162,516	100%	2007	Highwoods Properties
9	Tractor Supply	5401 Virginia Way, Brentwood, TN 37027	208,025	A	N/A	0	100%	2014	NA
10	Mars Petcare US	2013 Corporate Pkwy, Franklin, TN 37067	197,350	A	N/A	0	100%	2013	NA
11	Cool Springs II	718 Cool Springs Blvd, Franklin, TN 37067	209,355	A	$32.50	17,487	96%	1997	Highwoods Properties
12	CHS Building	4220 Meridian Blvd, Franklin, TN 37067	208,035	A	N/A	0	100%	2005	Boyle Investment Co.
13	Seven Springs West	340 Seven Springs Way, Brentwood, TN 37027	205,050	A	N/A	815,000	100%	2013	NA
14	Seven Springs East	330 Seven Springs Way, Brentwood, TN 37027	202,991	A	N/A	0	100%	2014	NA
15	Bridge Crossing South	5,500 Maryland Way, Brentwood, TN 37027	199,134	1	N/A	0	100%	1999	NA
16	Brentwood Commons	750 Old Hickory Blvd, Brentwood, TN 37027	180,030	1	$36.24	37,074	72%	1984	Boyle Investment Co.
17	455 Duke Drive	455 Duke Dr, Franklin, TN 37067	160,147	1	$30.5	147,983	18%	2009	CHS Inc.
18	5000 Meridian Blvd.	5,000 Meridian Blvd, Franklin, TN 37067	155,030	A	$35.00	24,975	84%	2013	Boyle Investment Co.
19	McEwen Northside - Block B	4525 Main Cross Dr, Franklin, TN 37067	149,031	A	$36.50	34,500	62%	2022	Boyle Investment Co.
20	Mallory Green	3401 Mallory Ln, Franklin, TN 37067	128,030	A	$34-$37.00	35,902	72%	2018	CHS Inc.
21	The McEwen Building	329 E. McEwen Dr, Franklin, TN 37067	125,252	A	$37.24	26,428	92%	2002	Cushman & Oakley LLC
22	Two Meridian	340 Seven Springs Way, Brentwood, TN 37027	118,895	A	$35.50	43,195	56%	1997	Boyle Investment Co.
23	Five Corporate Centre	501 Corporate Center Dr, Franklin, TN 37067	118,092	A	$35.00	20,364	91%	1997	Cushman & Oakley LLC
24	Hill Center Brentwood - Phase I	324 Pro Art Way, Brentwood, TN 37027	108,022	A	N/A	0	100%	2015	Southland Partners
25	Bowers Park I	5540 Carothers Pkwy, Franklin, TN 37067	104,592	A	$36.00	20,277	75%	2000	NA

[1] Average weighted rent.
[2] Square footage available for the property.

▸ CLOSER LOOK

ABOUT THE LIST

information was obtained from Co-Stars Incentional Nashville. Information listed is as of March 2022 and does not include build ings under construc tion at that time. In case of ties, buildings are listed alphabetically. Rate per square foot listed is the average weighted rent. Mod refers to a triple net lease where the tenant pays for property expenses including real estate taxes, building insurance and maintenance. Available square footage listed reflects the square footage marketed for the property.

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October 27, 2022 PRINT

Nashville Business Journal (56-000)

Monthly Visits **13.8K**

Monthly Visits

San Antonio Business Journal

SAN ANTONIO BUSINESS JOURNAL

Date: Friday, December 23, 2022
Location: SAN ANTONIO, TX
Circulation (DMA): 8,029 (31)
Type (Frequency): Magazine (W)
Page: 35
Section: Book of Lists
Keyword: Fountainhead Tower

THE LIST

Compiled by Jalen Lopez
jlopez@bizjournals.com

OFFICE PROPERTIES

RANKED BY TOTAL RENTABLE SQUARE FEET

A CLOSER LOOK

17

Number of office properties on the List that reported a 90% or more occupancy rate

6

Number of office properties on the List built since the year 2000

ABOUT THE LIST

NEED A COPY OF THE LIST?

WANT TO BE ON THE LIST?

2022 BOOK OF LISTS PLATINUM SPONSORS

Page 1 of 1

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December 23, 2022 PRINT

San Antonio Business Journal (56-000)

Monthly Visits **8.03K**

Monthly Visits

San Antonio Business Journal

SAN ANTONIO BUSINESS JOURNAL

Date: Friday, December 23, 2022
Location: SAN ANTONIO, TX
Circulation (DMA): 8,029 (31)
Type (Frequency): Magazine (W)
Page: 85
Section: Book of Lists
Keyword: Fountainhead Tower

THE LIST

Compiled by Erin Slowey

ACCOUNTING FIRMS BY PROFESSIONALS

RANKED BY NUMBER OF LOCAL PROFESSIONALS

Business name, Prior year's rank	Address Phone	No. of local exec.	No. of local partners	Total no. of local staff	No. of U.S. offices	Local managing partner
1 Ernst & Young LLP	112 E. Pecan St. #1700 San Antonio, TX 78205 210-228-9696	1167	35	1395	9	Jeff Bramlett
2 RSM US LLP	14050 Riverwalk Drive #405 San Antonio, TX 78232 210-828-6281	308	14	323	11	John Wright
3 KPMG LLP	112 E. Pecan St. #1800 San Antonio, TX 78205 210-227-9272	289	12	310	15	Joseph Truscelli
4 Deloitte	14250 San Pedro Ave. #700 San Antonio, TX 78232 210-224-1041	85	1	153	150	Alison Wolyniec
5 ADKF, PC	8610 N. New Braunfels Ave. #300 San Antonio, TX 78217 210-829-1060	80	12	102	3	Scott Hagerty
6 CliftonLarsonAllen LLP	9901 IH-10 West #800 San Antonio, TX 78230 210-998-9900	68	8	82	121	Adam Schipper
7 Forvis	5847 San Felipe St. #3300 San Antonio, TX 78230 210-344-5400	58	5	68	80	Jon McDonald
8 BDO USA, LLP	9500 Ith-10 #580 San Antonio, TX 78230 210-342-5900	50	7	60	70	Ann Pena
9 ATKO LLP	1200 E. Pecan St. San Antonio, TX 78205 210-733-5611	51	8	54	9	Eric Atkins
10 Brehm Havel & Co. LLP	7800 Broadway St. San Antonio, TX 78209 210-826-7000	45	7	55	2	Dave Brehm
11 Bcf Schwartz & Associates	8000 I-10 W #1100 San Antonio, TX 78230 210-384-5000	46	9	69	1	Jeff Jackson
12 Ridout Barrett & Co. PC	922 Donaldson Ave. #100 San Antonio, TX 78207-5 210-824-5741	44	6	55	2	Richard Grist
13 Slattery Perkins Ramirez PC	7373 Broadway #100 San Antonio, TX 78209-3 210-581-2666	32	2	35	1	Michael Perkins
14 Fisher Herbst & Kemble PC	2401 Nacogdoches Rd. #200 San Antonio, TX 78217 210-614-2284	20	6	35	1	Hebert Herbst
15 Weaver and Tidwell LLP	5151 San Pedro Ave. #400 San Antonio, TX 78212-5 210-737-3042	20	3	34	13	Robert Heavy
16 Armstrong Vaughan & Associates PC	545 W. Bond Blvd. #101 Universal City, TX 78148 210-659-5222	26	3	27	1	Lewis Silvery Deborah Flower Phil Vaughan
17 Lowrey Powell Stevens & Mangum PC	328 Frobel St. San Antonio, TX 78210 210-408-3222	22	3	28	2	Charles Lowrey
18 ABIP PC	7939 San Pedro Ave. #901 San Antonio, TX 78216-2 210-341-1581	20	6	35	3	Scott Irvine
19 Lange Poteet & Co. LLP	P.O. Box 12195 San Antonio, TX 78212-2 210-735-5181	18	4	26	1	Pat Lange
20 theKFORDgroup	8610 N. New Braunfels Ave. #300 San Antonio, TX 78217-7 210-366-5721	17	3	24	1	Kimberly Ford

NOTES: NA = not applicable, not available or not supplied | * = not ranked on prior year's list | Date published: Feb. 11, 2022

1 A LLP outside clients
2 Formerly known as Allen, Doherty, Kain & Feagin, PC
3 Formerly known as BKD CPAs & Advisors

A CLOSER LOOK

18

accounting firms had an increase in the number of local professionals in the past year

ABOUT THE LIST

Information was obtained from firms via research efforts through questionnaires, which could not be independently verified by the San Antonio Business Journal. Other companies may have ranked but did not respond to our inquiries by deadline. Only those that responded to our inquiries were listed.

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2022 BOOK OF LISTS PLATINUM SPONSORS

MD MEDIAC DEVELOPMENT

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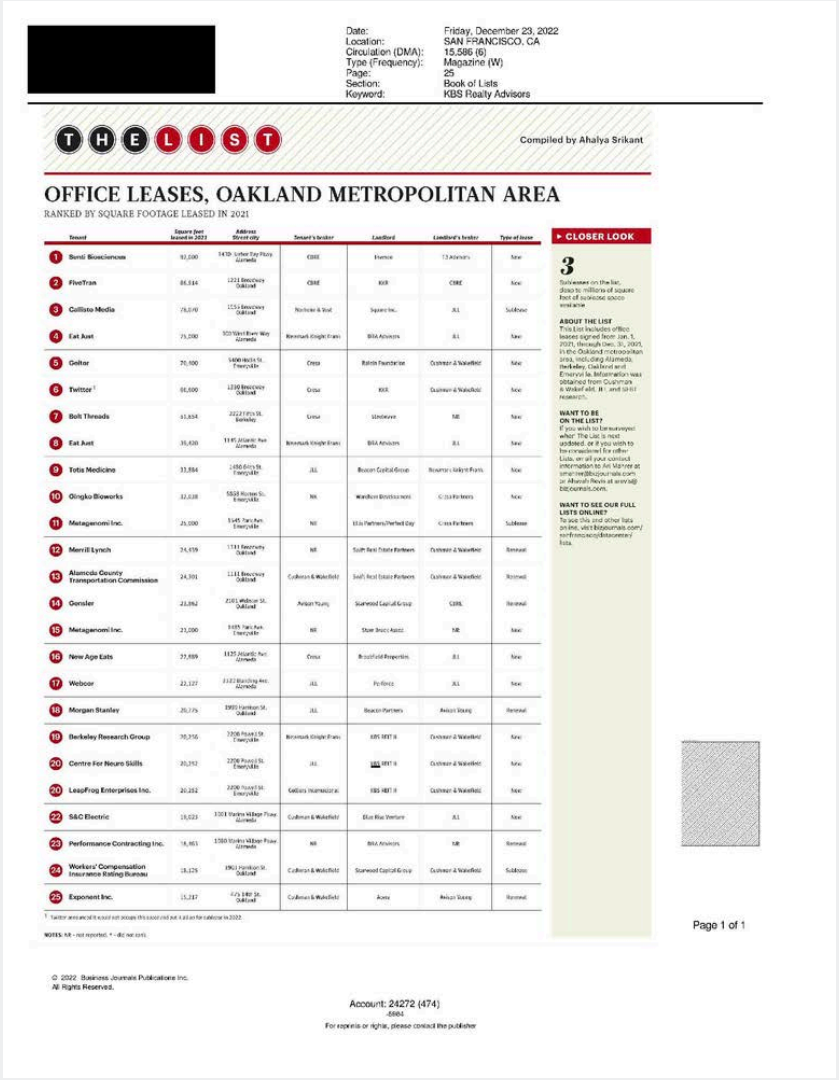
December 23, 2022 PRINT

San Antonio Business Journal (56-000)

Monthly Visits **8.01K**

Monthly Visits

San Francisco Business Times



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Date: Friday, December 23, 2022
Location: SAN FRANCISCO, CA
Circulation (DMA): 15,586 (6)
Type (Frequency): Magazine (W)
Page: 25
Section: Book of Lists
Keyword: KBS Realty Advisors

THE LIST

Compiled by Ahalya Srikant

OFFICE LEASES, OAKLAND METROPOLITAN AREA

RANKED BY SQUARE FOOTAGE LEASED IN 2021

	Tenant	Square feet leased in 2022	Address Street city	Tenant's broker	Landlord	Landlord's broker	Type of lease
1	Sonti Biosciences	92,000	5470 Luther Fay Pkwy Alameda	CBRE	Invesco	13 Advisors	New
2	FiveTran	86,544	1221 Broadway Oakland	CBRE	KKR	CBRE	New
3	Collisto Media	78,010	1155 Broadway Oakland	Norheim & Veal	Square Inc.	JLL	Sublease
4	Eat Just	75,200	5010 West Bay Way Alameda	Brennark Knight Frank	BRA Advisors	JLL	New
5	Geltor	70,100	5400 Hollis St. Emeryville	Cresa	Robith Foundation	Cushman & Wakefield	New
6	Twitter[1]	66,000	1230 Broadway Oakland	Cresa	KKR	Cushman & Wakefield	New
7	Bolt Threads	63,854	2222 Fifth St. Berkeley	Cresa	Undisclosed	NR	New
8	Eat Just	59,630	1995 Atlantic Ave Alameda	Brennark Knight Frank	BRA Advisors	JLL	New
9	Tetis Medicine	53,884	1450 Fifth St. Emeryville	JLL	Beacon Capital Group	Newmark Knight Frank	New
10	Gingko Bioworks	52,028	5828 Horton St. Emeryville	NR	Wareham Development	Cresa Partners	New
11	Metagenomi Inc.	51,000	5945 Taft Ave Emeryville	NR	Ellis Partners/Portland Gay	Cresa Partners	Sublease
12	Merrill Lynch	24,459	1111 Broadway Oakland	NR	Swift Real Estate Partners	Cushman & Wakefield	Renewal
13	Alameda County Transportation Commission	24,301	1111 Broadway Oakland	Cushman & Wakefield	Swift Real Estate Partners	Cushman & Wakefield	Renewal
14	Gensler	23,862	2101 Webster St. Oakland	Avison Young	Starwood Capital Group	CBRE	Renewal
15	Metagenomi Inc.	23,000	5955 Taft Ave Emeryville	NR	Shaw Bruce Assoc	NR	New
16	New Age Eats	22,989	1825 Atlantic Ave Alameda	Cresa	Brookfield Properties	JLL	New
17	Webcor	22,327	2121 Harrison Ave Oakland	JLL	Prologis	JLL	New
18	Morgan Stanley	20,776	1901 Harrison St. Oakland	JLL	Beacon Partners	Avison Young	Renewal
19	Berkeley Research Group	20,316	2200 Powell St. Emeryville	Brennark Knight Frank	KBS HBT II	Cushman & Wakefield	New
20	Centre For Neuro Skills	20,252	2200 Powell St. Emeryville	JLL	KBS HBT II	Cushman & Wakefield	New
20	LeapFrog Enterprises Inc.	20,252	2200 Powell St. Emeryville	Colliers Hanneson Lic	KBS HBT II	Cushman & Wakefield	New
22	S&C Electric	19,023	1333 Marina Village Pkwy Alameda	Cushman & Wakefield	Elliot Bay Venture	JLL	New
23	Performance Contracting Inc.	18,901	1500 Marina Village Pkwy Alameda	NR	BRA Advisors	NR	Renewal
24	Workers' Compensation Insurance Rating Bureau	18,125	1901 Harrison St. Oakland	Cushman & Wakefield	Starwood Capital Group	Cushman & Wakefield	Sublease
25	Exponent Inc.	15,237	475 14th St. Oakland	Cushman & Wakefield	Acera	Avison Young	Renewal

[1] Twitter announced it would not occupy this space and put it on the sublease market in 2022.

NOTES: NR - not reported. * - did not rent.

CLOSER LOOK

3

Sublessees on the list, down to millions of square feet of subleased space available

ABOUT THE LIST

This list includes office leases signed from Jan. 1, 2021, through Dec. 31, 2021, in the Oakland metropolitan area, including Alameda, Berkeley, Oakland and Emeryville. Information was obtained from CoStar, a broker site, BJ, and BJ-BJ research.

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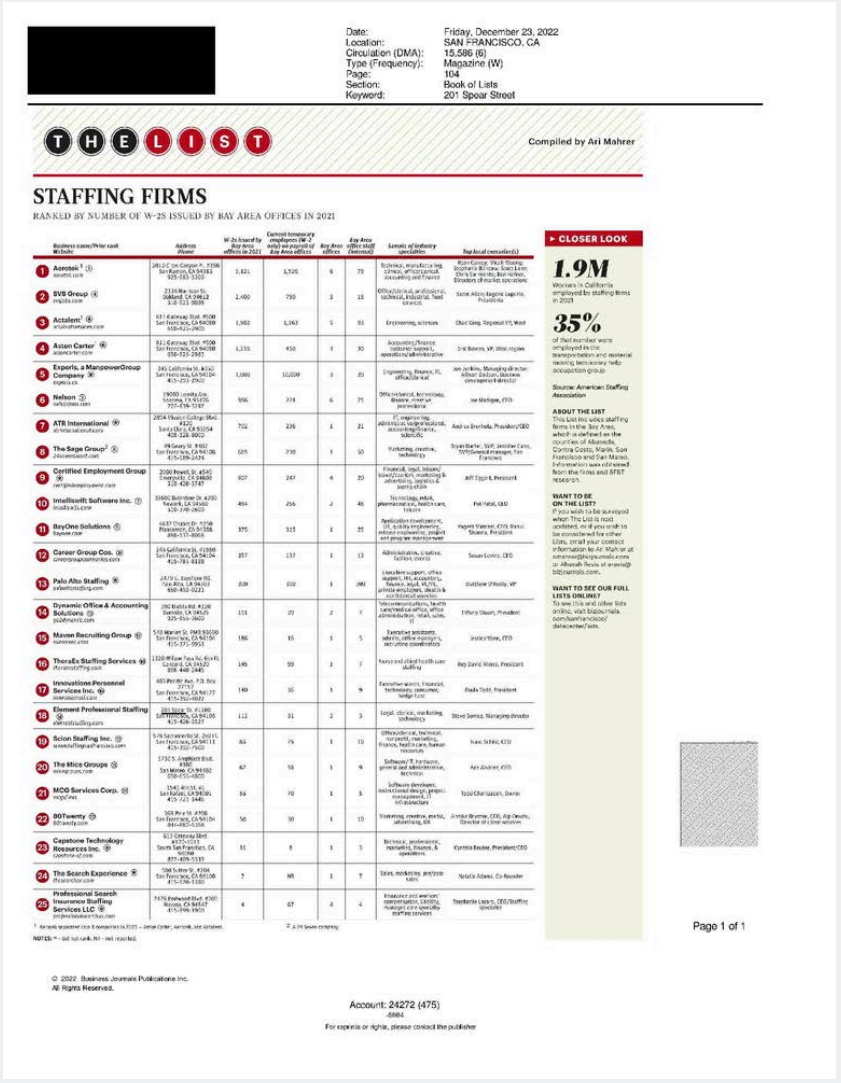
December 23, 2022 PRINT

San Francisco Business Times (56-000)

Monthly Visits **15.6K**

Monthly Visits

San Francisco Business Times



[redacted]

Date: Friday, December 23, 2022
Location: SAN FRANCISCO, CA
Circulation (DMA): 15,586 (6)
Type (Frequency): Magazine (W)
Page: 104
Section: Book of Lists
Keyword: 201 Spear Street

THE LIST

Compiled by Ari Mahrer

STAFFING FIRMS

RANKED BY NUMBER OF W-2S ISSUED BY BAY AREA OFFICES IN 2021

Business name/Prior rank/Website	Address/Phone	W-2s issued by Bay Area offices in 2022	Current temporary employees (W-2 status) on payroll in Bay Area offices	Bay Area offices	Bay Area office staff (internal)	Scope of industry specialties	Top local executive(s)
1 Acrotek [1] acrotek.com	2810 Del Sol Cooper P., #396 San Ramon, CA 94583 925-583-3300	3,821	3,525	6	70	Technical, manufacturing, clinical, office/clerical, accounting and finance	Ryan Cooley, Vikash Sharma, Stephanie Bristow, Scott Lum, Chris Sarmiento, Ron Hefner, Directors of regional operations
2 SVB Group 4 svbgsg.com	2316 Ala. Ave St, Oakland, CA 94612 510-523-9696	2,480	750	3	18	Office/clerical, professional, technical, industrial, food services	Sarah Allen, Regional Logistics, Presidents
3 Actalent [2] actalentservices.com	611 Gateway Blvd. #500 San Bruno, CA 94080 650-635-2450	1,982	1,343	5	93	Engineering, sciences	Chad Gaig, Regional VP, West
4 Asian Carter 4 asiancarter.com	611 Gateway Blvd. #500 San Francisco, CA 94080 650-737-2601	1,330	450	3	30	Accounting/finance, customer support, operations/administrative	Erik Bowers, VP, Bilingual
5 Experis, a ManpowerGroup Company 4 experis.us	345 California St. #150 San Francisco, CA 94104 415-217-2900	1,000	10,000	3	20	Engineering, finance, IT, office/clerical	Jon Jenkins, Managing director; Allison Dalton, Business development director
6 Nelson 3 nelsonus.com	19050 Homestead Ave. Cupertino, CA 95014 707-478-1787	996	778	6	75	Office/clerical, technology, finance, mission, paramedical	Joe Madigan, CFO
7 ATR International 4 atrinternationalinc.com	2804 Mission College Blvd. #320 Santa Clara, CA 95054 408-249-9002	702	226	1	21	IT, engineering, administrative, legal/medical, accounting/finance, specialty	Asad ur Brenholz, President/CEO
8 The Sage Group [3] thesagegroup.com	99 Savoy St. #402 San Francisco, CA 94118 415-289-2424	695	230	1	10	Marketing, creative, technology	Brian Barter, SVP; Jennifer Cano, SVP/General manager, San Francisco
9 Certified Employment Group 4 certifiedemployment.com	2000 Powell St. #540 Emeryville, CA 94608 510-428-3747	607	247	4	20	Financial, legal, leisure/travel/tourism, marketing & advertising, logistics & supply chain	Jeff Epps II, President
10 Intelliswift Software Inc. [3] intelliswift.com	39060 Balentine Dr. #200 Newark, CA 94560 510-249-0600	484	256	2	48	Technology, retail, pharmaceutical, health care, telecom	Pat Patel, CEO
11 BayOne Solutions [3] bayone.com	6637 Chabot Dr. #298 Pleasanton, CA 94588 866-557-8666	395	315	1	25	Application development, IT, supply management, engineering, project management	Rajesh Vasnani, CEO; Renu Sharma, President
12 Career Group Cos. [4] careergroupcompanies.com	345 California St. #1550 San Francisco, CA 94104 415-781-8181	357	137	1	13	Administrative, creative, fashion, events	Susan Lyons, CEO
13 Palo Alto Staffing 4 paloaltostaffing.com	2475 E. Bayshore Rd. Palo Alto, CA 94303 650-493-5222	339	310	1	280	Executive support, office support, HR, accounting, finance, legal, IT, IT, printed electronics, skilled & unskilled workforce	Matthew O'Reilly, VP
14 Dynamic Office & Accounting Solutions [3] goldmarkit.com	200 Ballard Rd. #120 Danville, CA 94526 925-855-0602	103	20	2	7	Telecommunications, health care/med ical office, office administrative, retail, sales	Tiffany Stuart, President
15 Maven Recruiting Group [4] mavenrec.com	510 Miriam St. 2nd Floor San Francisco, CA 94131 415-377-9903	186	86	1	5	Executive assistants, admin, office managers, executive coordinators	Jessica Yore, CEO
16 ThoraEx Staffing Services [4] thoraexstaffing.com	1320 Willow Pass Rd. #645 Concord, CA 94520 866 440 2445	145	99	1	7	Nurse and allied health care staffing	Rep David Weiss, President
17 Innovations Personnel Services Inc. [4] innovationsinc.com	601 Pacific Ave. P.O. Box 1177 San Francisco, CA 94133 415-392-4822	140	35	1	9	Executive search, financial, technology, consumer, hedge fund	Paula Todd, President
18 Element Professional Staffing [4] elementstaffing.com	101 Spear St. #1380 San Francisco, CA 94105 415-426-3527	112	31	2	3	Legal, clerical, marketing, technology	Steve Semco, Managing Director
19 Scion Staffing Inc. [3] scionstaffingsanfrancisco.com	515 Sacramento St., 2nd Fl. San Francisco, CA 94111 415-352-7900	86	75	1	10	Office/clerical, technical, non-profit, marketing, finance, health care, human resources	Hans Schill, CEO
20 The Mico Groups [3] micogroups.com	1730 S. Amphlett Blvd. #340 San Mateo, CA 94402 650-655-6800	67	50	1	4	Software/IT, hardware, general and administrative, services	Ann Alvarez, CEO
21 MCD Services Corp. [4] mcdsf.net	1540 Mirasol, #1 San Rafael, CA 94901 415-721-3440	59	70	1	5	Software developer, instructional design, project management, IT, infrastructure	Todd Charlassier, Owner
22 80Twenty [3] 80twenty.com	303 Pine St. #908 San Francisco, CA 94104 844-462-5168	58	30	1	10	Marketing, creative, media, advertising, BD	Annie Brymer, COO; Alp Ozsoy, Director of a time services
23 Capstone Technology Resources Inc. [4]	611 Gateway Blvd. #120 South San Francisco, CA 94080 877-409-7191	31	8	1	3	Services, professional, marketing, finance, & operations	Cynthia Baxter, President/CEO
24 The Search Experience [4] thesearcher.com	100 Sutter St. #306 San Francisco, CA 94104 415-296-7191	7	98	1	7	Sales, marketing, services, sales	Natalie Adams, Co-founder
25 Professional Search Insurance Staffing Services LLC [4] professionalsearchinc.com	7476 Dalewood Blvd. #300 Novato, CA 94947 415-946-3405	4	67	4	4	Insurance and workers' compensation, claims, managed care specialty staffing services	Stellanie Lopez, CEO/Staffing specialist

[1] Acrotek acquired Ace Services in 2021 – Jamie Carter, Aerotek, see database. [2] A Job Spear company.

NOTES: * – did not rank, NR – not reported.

CLOSER LOOK

1.9M
Workers in California employed by staffing firms in 2021

35%
of that number were employed in the transportation and material moving temporary help occupation group

Source: American Staffing Association

ABOUT THE LIST
This List Inc. ranks staffing firms in the Bay Area, which is defined as the counties of Alameda, Contra Costa, Marin, San Francisco and San Mateo. Information was obtained from the firms and BFBT research.

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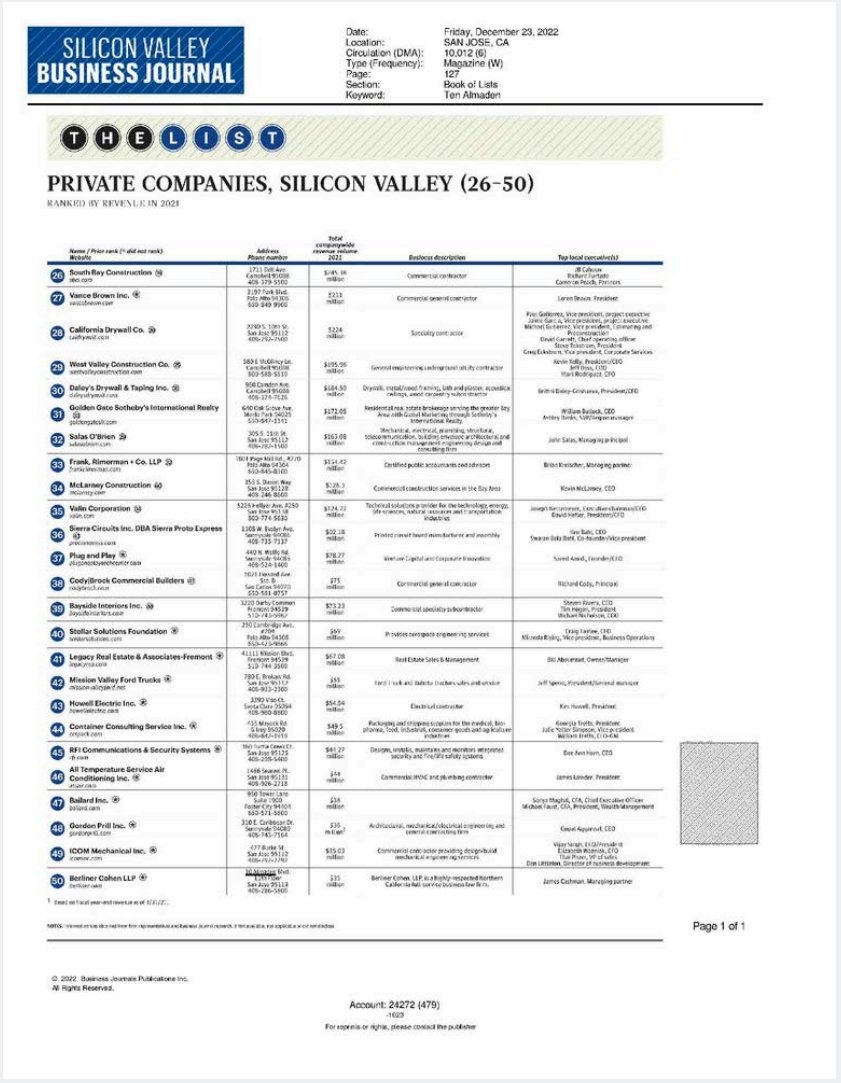
December 23, 2022 PRINT

San Francisco Business Times (56-000)

Monthly Visits **15.6K**

Monthly Visits

Silicon Valley Business Journal



SILICON VALLEY BUSINESS JOURNAL

Date: Friday, December 23, 2022
Location: SAN JOSE, CA
Circulation (DMA): 10,012 (6)
Type (Frequency): Magazine (W)
Page: 127
Section: Book of Lists
Keyword: Ten Almaden

THE LIST

PRIVATE COMPANIES, SILICON VALLEY (26-50)

RANKED BY REVENUE IN 2021

Name / Prior rank (* did not rank) Website	Address Phone number	Total companywide revenue volume 2021	Business description	Top local executive(s)
26 South Bay Construction	1711 Dell Ave. Campbell 95008 408-379-5500	$494.16 million	Commercial contractor	JR Calkins Richard Furtado Cameron Nicolls, Partners
27 Vance Brown Inc.	3197 Park Blvd. Palo Alto 94306 650-849-9900	$233 million	Commercial general contractor	Loren Brown, President
28 California Drywall Co.	2280 S. 10th St. San Jose 95112 408-920-7400	$224 million	Specialty contractor	Raul Gallegos, Vice president, project executive Jaime Garcia, Vice president, project executive Michael Gutierrez, Vice president, estimating and preconstruction Dinah Garrett, Chief operating officer Steve Ristorcelli, President Greg Ristorcelli, Vice president, Corporate Services
29 West Valley Construction Co.	1580 E. McGlincy Ln. Campbell 95008 669-588-5510	$195.96 million	General engineering contractor and heavy utility contractor	Kevin Kelly, President/CEO Jeff Hess, COO Mark Rodriguez, CFO
30 Daley's Drywall & Taping Inc.	950 Cinders Ave. Campbell 95008 408-374-7125	$184.50 million	Drywall, metal/wood framing, lath and plaster, acoustical ceilings, wood carpentry subcontractor	Britni Daley-Grisanzio, President/CFO
31 Golden Gate Sotheby's International Realty goldengatesir.com	640 Oak Grove Ave. Menlo Park 94025 650-847-2141	$172.05 million	Residential real estate brokerage serving the greater Bay Area with Global Marketing through Sotheby's International Realty.	William Bullock, CEO Ansley Bonks, SVP/operations manager
32 Salas O'Brien salasobrien.com	305 S. 11th St. San Jose 95112 408-282-1500	$163.08 million	Mechanical, electrical, plumbing, structural, telecommunication, building envelope and fire protection and construction management engineering design and consulting firm	John Salas, Managing principal
33 Frank, Rimerman + Co. LLP frankrimerman.com	1801 Page Mill Rd., #210 Palo Alto 94304 650-845-8100	$154.42 million	Certified public accountants and advisors	Brian Kreissler, Managing partner
34 McLarney Construction mclarney.com	355 S. Autumn Way San Jose 95128 408-246-8660	$128.3 million	Commercial construction services in the Bay Area	Kevin McLarney, CEO
35 Valin Corporation valin.com	5225 Hellyer Ave. #250 San Jose 95138 800-774-5632	$124.72 million	Technical solutions provider for the technology, energy, life sciences, natural resources and transportation industries	Joseph Bertolone, Executive chairman/CEO David Heller, President/CFO
36 Sierra Circuits Inc. DBA Sierra Proto Express protoexpress.com	1108 W. Evelyn Ave. Sunnyvale 94086 408-735-7137	$92.18 million	Printed circuit board manufacturer and assembly	Tim Bahl, CEO Swaran Jida Bahl, Co-founder/Vice president
37 Plug and Play plugandplaytechcenter.com	440 N. Wolfe Rd. Sunnyvale 94085 408-524-1400	$78.27 million	Venture capital and corporate innovation	Saeed Amidi, Founder/CEO
38 CodyBrock Commercial Builders codybrock.com	1671 Concord Ave. Ste. B San Carlos 94070 650-591-8757	$75 million	Commercial general contractor	Richard Cody, Principal
39 Bayside Interiors Inc. baysideinteriors.com	3220 Sorby Common Fremont 94539 510-783-5967	$73.23 million	Commercial specialty subcontractor	Steven Rivera, CEO Tim Harper, President Michael Nicholson, COO
40 Stellar Solutions Foundation stellarsolutions.com	250 Cambridge Ave. #204 Palo Alto 94306 650-475-5866	$69 million	Private aerospace engineering services	Craig Fanfew, CHO Miranda Bailey, Vice president, Business Operations
41 Legacy Real Estate & Associates-Fremont legacyre.com	41111 Mission Blvd. Fremont 94539 510-744-2000	$67.08 million	Real Estate Sales & Management	Bill Abercrombie, Owner/Manager
42 Mission Valley Ford Trucks mission-alleyne.fmf.net	700 E. Brokaw Rd. San Jose 95112 408-453-2300	$55 million	Ford F-Truck and Bobcat Tractors sales and service	Jeff Spence, President/General manager
43 Howell Electric Inc. howellelectric.com	3390 Vista Ct. Santa Clara 95054 408-980-8800	$54.54 million	Electrical contractor	Ken Howell, President
44 Container Consulting Service Inc. cmpunit.com	455 Mayock Rd Gilroy 95020 408-842-5111	$49.5 million	Packaging and shipping supplies for the medical, bio-pharma, food, industrial, consumer goods and agriculture industries	Georgia Trotta, President Julie Potter Simpson, Vice president William Trotta, CFO-EM
45 RFI Communications & Security Systems rfi.com	1161 Tully Road Ste. 1 San Jose 95122 408-288-5480	$41.27 million	Designs, installs, maintains and monitors integrated security and fire/life safety systems	Bee Ann Horn, CEO
46 All Temperature Service Air Conditioning Inc. alltair.com	1486 Seaboard Pl. San Jose 95131 408-926-2218	$34 million	Commercial HVAC and plumbing contractor	James Lander, President
47 Ballard Inc. ballard.com	950 Tower Lane Suite 1900 Foster City 94404 650-571-5060	$36 million		Sairaj Dhaduk, CFA, Chief Executive Officer Michael Faust, CFA, President, Wealth Management
48 Gordon Prill Inc. gordonprill.com	310 E. Cordoban Dr. Sunnyvale 94085 408-745-7164	$30 million	Architectural, mechanical/electrical engineering and general contracting firm	Gopal Aggarwal, CEO
49 ICOM Mechanical Inc. icomme.com	477 Boller St. San Jose 95112 408-453-5780	$25.03 million	Commercial contractor providing design/build mechanical engineering services	Vijay Singh, CEO/President Elizabeth Miranda, CFO Thai Pham, VP of sales Dan Littleton, Director of business development
50 Berliner Cohen LLP	10 Almaden Blvd. 1300Tower San Jose 95113 408-286-5800	$25 million	Berliner Cohen, LLP, is a highly-respected Northern California full-service business law firm.	James Cushman, Managing partner

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December 23, 2022 ONLINE

Silicon Valley Business Journal (56-000)

Monthly Visits **10K**

Monthly Visits

Silicon Valley Business Journal

SILICON VALLEY BUSINESS JOURNAL

Date: Friday, December 23, 2022
Location: SAN JOSE, CA
Circulation (DMA): 10,012 (6)
Type (Frequency): Magazine (W)
Page: 97
Section: Book of Lists
Keyword: Ten Almaden

THE LIST

BANKS

RANKED BY SILICON VALLEY DEPOSITS AS OF JUNE 30, 2022

Name / Prior rank (* did not rank) Website	Address Phone number	Silicon Valley deposits, Q2 2022[1]	Local offices, Q2 2022	Top executive(s)
1 Silicon Valley Bank	3080 Tasman Dr, Santa Clara 95054 408-654-7400	$61.15 billion	4	Greg Becker, President/CEO
2 Wells Fargo Bank NA	10 W. San Fernando St., 12th Fl. San Jose 95113 408-886-4000	$33.29 billion	54	Charles Scharf, CEO
3 Bank of America	3600 S. Winchester Blvd. San Jose 95135 408-850-2602	$27.27 billion	58	Brian Moynihan, CEO
4 JPMorgan Chase Bank NA	3200 Hanover St. Palo Alto 94304 408-969-0967	$19.95 billion	56	Jamie Dimon, CEO
5 First Republic Bank	1625 The Alameda, #120 San Jose 95126 408-998-0967	$11.46 billion	7	Michael Roffler[2], CEO
6 Western Alliance Bank	55 Almaden Blvd., #100 San Jose 95113 408-573-8500	$10.40 billion	1	Kenneth Vecchione, CEO
7 Comerica Bank	333 W. Santa Clara St. San Jose 95113 408-556-5300	$5.83 billion	13	Curtis Farmer, CEO
8 Citibank NA	10 Almaden Blvd., #100 San Jose 95113 408-217-1700	$3.05 billion	22	Sunil Garg, CEO
9 Bank of the West	77 N. Almaden Ave., #50 San Jose 95110 408-947-5655	$4.12 billion	24	Ronald Jolly/Hill, CEO
10 MUFG Union Bank NA	39 Almaden Blvd., #100 San Jose 95113 408-279-7700	$2.82 billion	16	Kevin Cronin, CEO of The Americas
11 Heritage Bank of Commerce	224 Airport Pkwy. San Jose 95110 408-947-8908	$3.71 billion	8	Robertson Clay Jones, President/CEO
12 U.S. Bank NA	1909 Lincoln Ave. San Jose 95125 408-287-2728	$1.64 billion	23	Andrew Cecere, CEO
13 AvidBank	1310 N. 1st St., 4th Fl. San Jose 95112 408-200-7500	$1.43 billion	1	Mark Roelofs, Chairman/CEO
14 Cathay Bank	10480 S. De Anza Blvd. Cupertino 95014 408-235-8300	$1.42 billion	6	Chang M. Liu, CEO/President
15 CTBC Bank Corp. (USA)	225 Barber Ct. Milpitas 95035 408-920-7200	$1.38 billion	7	Nick Hsieh, President/CEO
16 East West Bank	1735 Hostetler Rd., #50 San Jose 95131 408-392-0052	$1.24 billion	4	Dominic Ng, Chairman/ President/CEO
17 HSBC Bank USA NA	603 E. Calaveras Blvd. Milpitas 95035 408-975-4333	$833.54 million	1	Michael Roberts, President/ CEO
18 City National Bank	1 Almaden Blvd. San Jose 95113 408-780-2700	$682.90 million	3	Kelly Coffey, CEO
19 Pinnacle Bank	3387 Monterey Rd. Gilroy 95020 408-847-8700	$523.78 million	3	M. Terry Turner, CEO
20 Luther Burbank Savings	950 The Alameda San Jose 95126 408-560-8240	$470.65 million	3	Simone Lagomarsino, President/CEO
21 Zions Bancorp.	515 N. 1st St. San Jose 95112 408-975-3300	$381.91 million	3	A. Scott Anderson, CEO
22 Fremont Bank	3580 Silver Creek Dr. Livermore 94551 800-330-2265	$274.90 million	2	Andreas Wantzaletis, Bank President/CEO
23 Poppy Bank	1554 E. Calaveras Blvd. Milpitas 95035 408-708-7410	$209.38 million	1	Khalid Ashraf, President/ CEO
24 United Business Bank	2350 W. Shaw Ave., #150 Fresno 93711 408-930-9900	$210.48 million	2	George Guarini, Founder/ President/CEO
25 Bank of Hope	1707 E. El Camino Real Sunnyvale 94087 408-537-2600	$179.35 million	1	Kevin Kim, CEO/President

[1] Represents deposits in core Metropolitan Statistical Areas San Jose-Sunnyvale-Santa Clara and Santa Cruz-Watsonville. [2] Roffler was acting CEO and president, prior to his promotion to CEO and president in March 2022.

NOTES: Information was obtained from the Federal Deposit Insurance Corporation and Business Journal research. If data was unavailable, ranking details are not available.

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December 23, 2022 ONLINE

Silicon Valley Business Journal (56-000)

Monthly Visits **10K**

Monthly Visits

Silicon Valley Business Journal

SILICON VALLEY BUSINESS JOURNAL

Date: Friday, December 23, 2022
Location: SAN JOSE, CA
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Type (Frequency): Magazine (W)
Page: 48
Section: Book of Lists
Keyword: Almaden

THE LIST

OFFICE AND R&D LEASES, SAN JOSE

RANKED BY SQUARE FEET OF LEASES SIGNED BETWEEN DEC. 1, 2020, AND NOV. 30, 2021

Property name	Address	Square feet of lease	Date lease signed	Landlord	Tenant	Agents involved	Brokerages involved
1 Automation Technology Center	1730-1762 Automation Pkwy.	222,383	Nov. 1, 2021	Utah Land & Capital	Quantum age	Casey Zokl, Brett Tayler, Sherman Chan, Ben Kight, Joey McSweeney	Colliers Silicon Valley; CBRE San Jose
2 1710 Automation Parkway	1710 Automation Pkwy.	106,617	April 2, 2021	Exeter 1710 Automation LLC	QuantumScape	Casey Zokl, Brett Tayler, Kyle Portik, Chip Sutherland, Sherman Chan	Colliers Silicon Valley; CBRE San Jose
3 Trimble Tech	455 E. Trimble Rd.	96,780	Feb. 18, 2021	Highlands SE T	Viooo Inooooorics Inc.	Nic Lamarre, Steve Ivanow, Kelly Hoke, Kelli Jenzi, Mark Christianso	Cushman & Wakefield San Jose; CBRE San Jose
4 Cepton Technologies Inc.	399 W. Trimble Rd. #3	92,842	May 20, 2021	ASRI, US Inc.	Cooton Rechnaogies Inc.	Conor Flannery, Grant Devoto, Jerry Ronck, Sean DeMatteo, John McMahon	JLL Monte Park; Colliers Silicon Valley
5 Montague Pointe	2960 Kenton Ave.	83,045	Oct. 13, 2021	Metlife Real Estate Investments	Metlaclns Inc.	Scott Pace, Don Hollingsworth, John McMahon	Cushman & Wakefield San Jose; Colliers International San Jose
6 Khloris Biosciences	5729 Fontanoso Way	78,180	Aug. 1, 2021	TA Realty	Khloris Biosciencs	Erik Hallgrimson, Matt Mastronnni, Steve Machado, Anthony Tedeski	Cushman & Wakefield San Jose; CBRE San Jose
7 The Orchards	3030 Orchard Pkwy.	77,832	May 25, 2021	Axio Technologies Inc.	Tocora Co mmunicaiions Inc.	Mike Cramer, Blake Edgy, Mike Mordkani, Scott Kesler	Newmark Pico Kito, Nooncrott San Jooo; Savills
8 3901 N. 1st St.	3091 N. 1st St.	66,180	Dec. 22, 2020	Continental Accoocilcc Systems Inc.	Thc wcnicc Inc.	Jeni Hatch, Sean McMahon, Jenn Mc Mahon, John Lucas, Remy Zeid	Colliers Silicon Valley
9 Alviso Tech Park	310 Bayfront Dr.	57,975	Sept. 16, 2021	Hyperglot Inc.	Xylon Inc.	Carrick Young, Alex Lyonnaise, Evan Cummings, Brandon Bole, Michael Jensen	Cushman & Wakefield San Jose; Kidder Mathews San Jose
10 32-48 E. Daggett Dr.	32-48 E. Daggett Dr.	54,260	Jan. 5, 2021	Boston Properties Limited Partnership	Superior Court of California, County of Santa Clara	Kiernan Machado, Sherman Chan, Cole Lindo III	Colliers Silicon Valley; CBRE San Jose
11 The Almaden	55 Almaden Blvd. #100,120, 280, 700	51,974	Nov. 19, 2021	KBS Real Estate Investment Trust	Western Alliance Bank	Steve Horton, Kelly Hoke, Brittain Eberly, Brandon Bahr	Cushman & Wakefield San Jose
12 Fregonese, Del Rey, Bernsen & Loewy LLP	2755 Orchard Pkwy.	36,383	Dec. 22, 2020	Magnolias Technology Americas Corporation	Fregonese, Del Rey, Bernsen & Loewy LLP	Shawn Kellogberger, Terry Bell, Joe Elliott	Newmark San Jose; Colliers Silicon Valley
13 611 River Oaks Pkwy.	611 River Oaks Pkwy.	30,741	March 25, 2021	Washington Holdings	MCBeltlin	Mike Tilos, Craig Eastyne, Michael Rosenoir, Shane Manns	CBRE San Jose; Colliers Silicon Valley
14 214-220 Devcon Dr.	214-220 Devcon Dr.	21,733	Aug. 27, 2021	Cray Inc.	Screenbeacon Inc.	Erik Hallgrimson, Brett Tayler	Cushman & Wakefield San Jose; Colliers Silicon Valley

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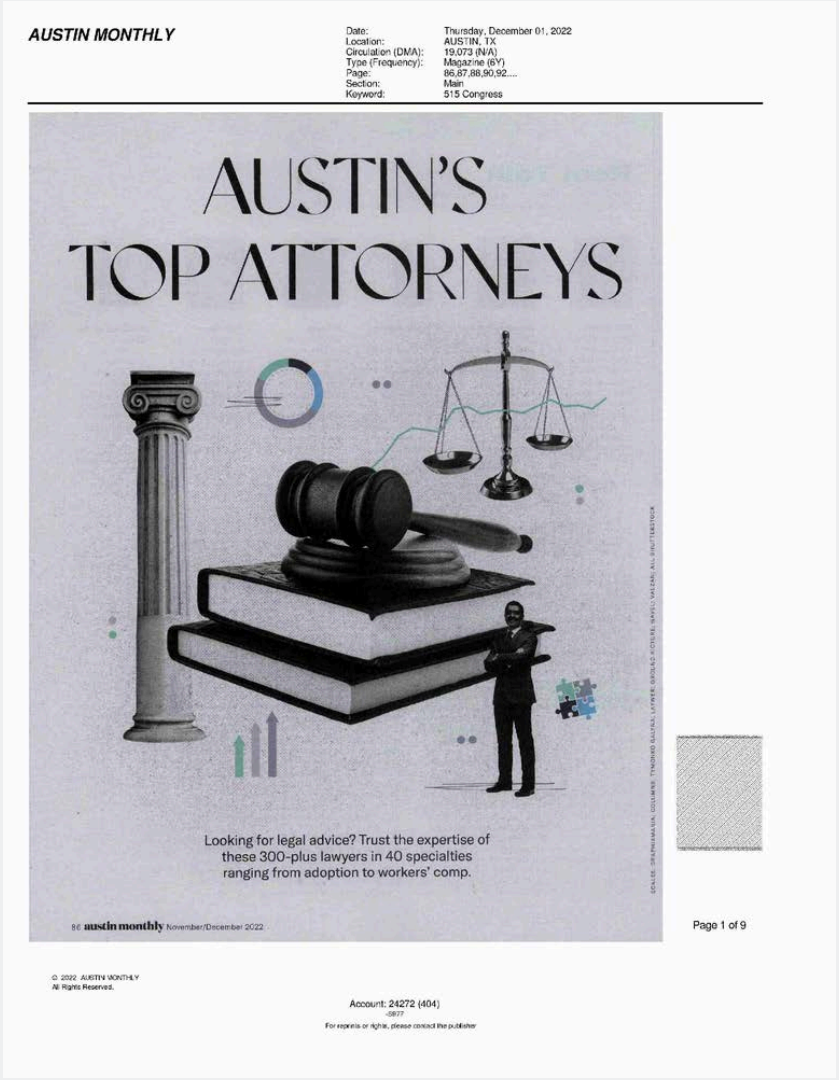
December 23, 2022 ONLINE

Silicon Valley Business Journal (56-000)

Monthly Visits **10K**

Monthly Visits

Austin Monthly



AUSTIN MONTHLY

Date: Thursday, December 01, 2022
Location: AUSTIN, TX
Circulation (DMA): 19,073 (N/A)
Type (Frequency): Magazine (6Y)
Page: 86,87,88,90,92,...
Section: Main
Keyword: 515 Congress

AUSTIN'S TOP ATTORNEYS

Looking for legal advice? Trust the expertise of these 300-plus lawyers in 40 specialties ranging from adoption to workers' comp.

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December 01, 2022 PRINT

Austin Monthly (56-000)

Monthly Visits **19.1K**

Monthly Visits

AUSTIN MONTHLY

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Page: 86,87,88,90,92....
Section: Main
Keyword: 515 Congress

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AUSTIN MONTHLY

Date: Thursday, December 01, 2022
Location: AUSTIN, TX
Circulation (DMA): 19,073 (N/A)
Type (Frequency): Magazine (6Y)
Page: 86,87,88,90,92....
Section: Main
Keyword: 515 Congress

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Account: 24272 (404)
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AUSTIN MONTHLY

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Type (Frequency): Magazine (6Y)
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Section: Main
Keyword: 515 Congress

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Account: 24272 (404)
-5877
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AUSTIN MONTHLY

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Account: 24272 (404)
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AUSTIN MONTHLY

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Account: 24272 (404)
-5877
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AUSTIN MONTHLY

Date: Thursday, December 01, 2022
Location: AUSTIN, TX
Circulation (DMA): 19,073 (N/A)
Type (Frequency): Magazine (6Y)
Page: 86,87,88,90,92....
Section: Main
Keyword: 515 Congress

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AUSTIN MONTHLY

Date: Thursday, December 01, 2022
Location: AUSTIN, TX
Circulation (DMA): 19,073 (N/A)
Type (Frequency): Magazine (6Y)
Page: 86,87,88,90,92....
Section: Main
Keyword: 515 Congress

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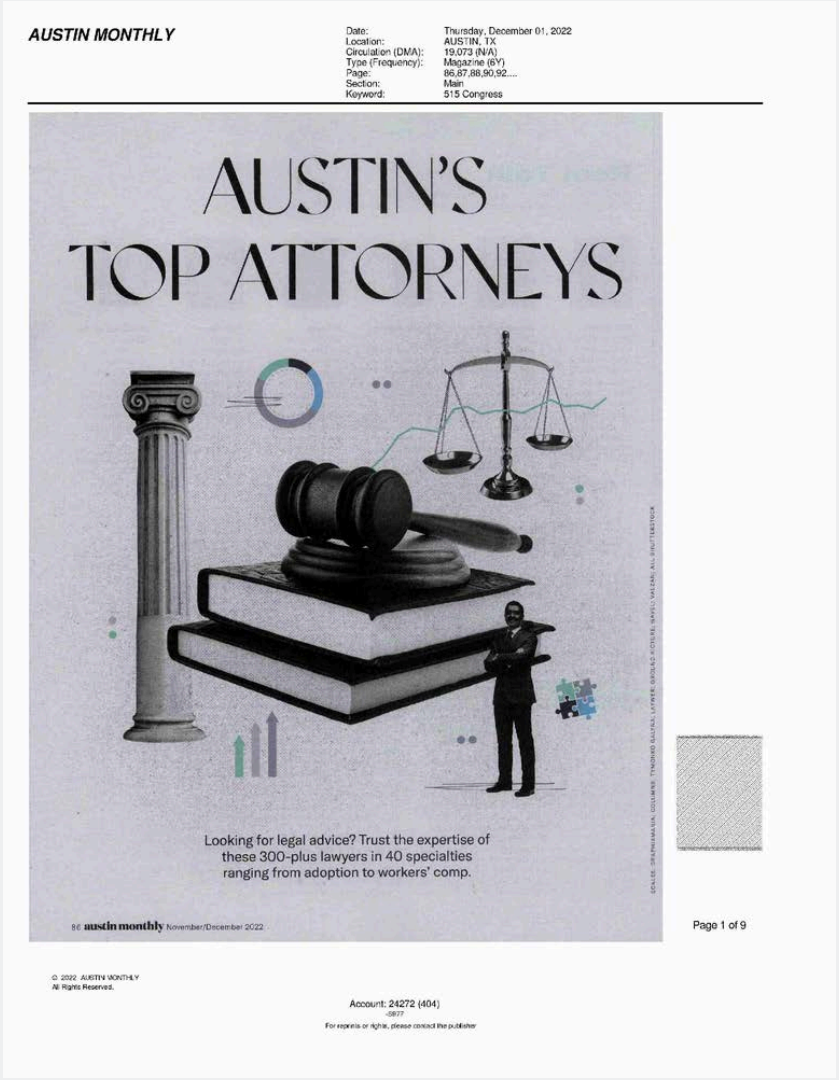

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December 01, 2022 PRINT

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Type (Frequency): Magazine (6Y)
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Section: Main
Keyword: 515 Congress

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AUSTIN MONTHLY

Date: Thursday, December 01, 2022
Location: AUSTIN, TX
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Type (Frequency): Magazine (6Y)
Page: 86,87,88,90,92....
Section: Main
Keyword: 515 Congress

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AUSTIN MONTHLY

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Type (Frequency): Magazine (6Y)
Page: 86,87,88,90,92....
Section: Main
Keyword: 515 Congress

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-5877
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AUSTIN MONTHLY

Date: Thursday, December 01, 2022
Location: AUSTIN, TX
Circulation (DMA): 19,073 (N/A)
Type (Frequency): Magazine (6Y)
Page: 86,87,88,90,92....
Section: Main
Keyword: 515 Congress

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Account: 24272 (404)
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AUSTIN MONTHLY

Date: Thursday, December 01, 2022
Location: AUSTIN, TX
Circulation (DMA): 19,073 (N/A)
Type (Frequency): Magazine (6Y)
Page: 86,87,88,90,92....
Section: Main
Keyword: 515 Congress

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Account: 24272 (404)
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AUSTIN MONTHLY

Date: Thursday, December 01, 2022
Location: AUSTIN, TX
Circulation (DMA): 19,073 (N/A)
Type (Frequency): Magazine (6Y)
Page: 86,87,88,90,92....
Section: Main
Keyword: 515 Congress

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Account: 24272 (404)
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AUSTIN MONTHLY

Date: Thursday, December 01, 2022
Location: AUSTIN, TX
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Type (Frequency): Magazine (6Y)
Page: 86,87,88,90,92....
Section: Main
Keyword: 515 Congress

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Austin Monthly then tallied the results, selecting the top percentage of vote recipients in each practice area before submitting the final list to our fact-checking process, which includes a review of good standing with the state bar association. Attorneys do not and cannot pay to be a part of the list. We recognize that many good attorneys are not included on the list; this is only a sampling of a huge array of talented professionals within the region. We encourage all consumers to do their own research before selecting a lawyer.

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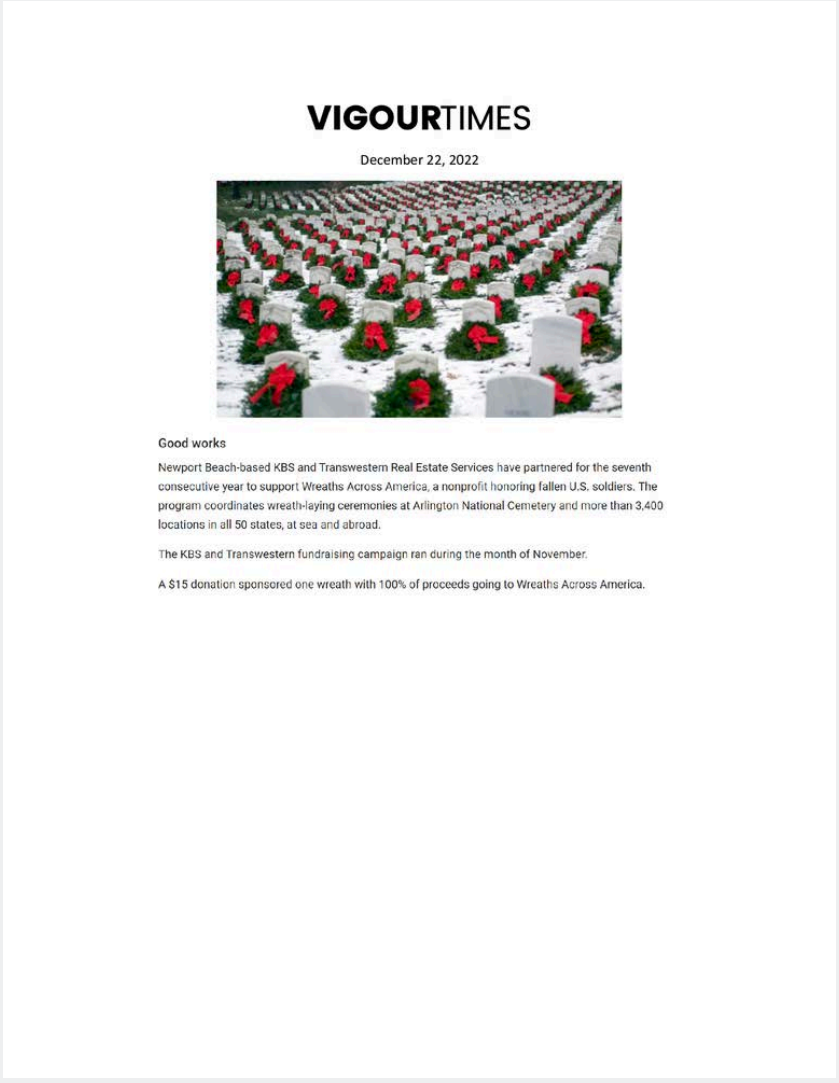

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December 22, 2022

Good works

Newport Beach-based KBS and Transwestern Real Estate Services have partnered for the seventh consecutive year to support Wreaths Across America, a nonprofit honoring fallen U.S. soldiers. The program coordinates wreath-laying ceremonies at Arlington National Cemetery and more than 3,400 locations in all 50 states, at sea and abroad.

The KBS and Transwestern fundraising campaign ran during the month of November.

A $15 donation sponsored one wreath with 100% of proceeds going to Wreaths Across America.

December 22, 2022 ONLINE

Vigour Times (56-02592)

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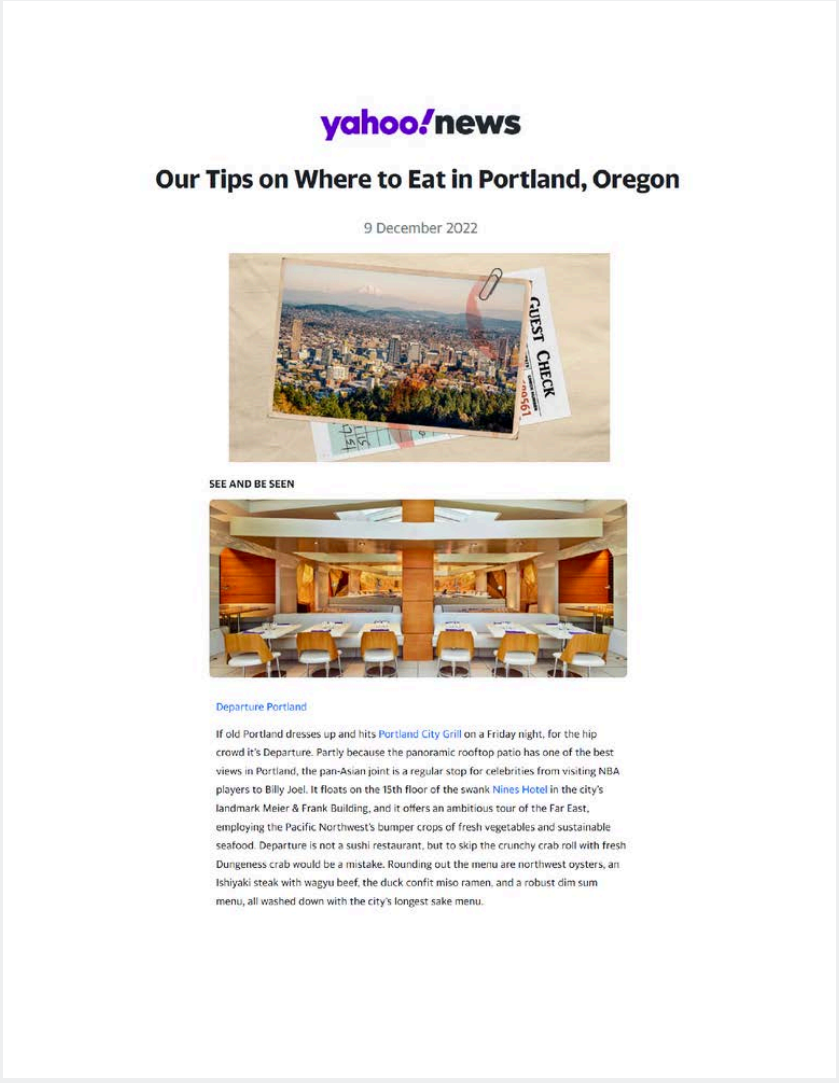

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Our Tips on Where to Eat in Portland, Oregon

9 December 2022

SEE AND BE SEEN

Departure Portland

If old Portland dresses up and hits Portland City Grill on a Friday night, for the hip crowd it's Departure. Partly because the panoramic rooftop patio has one of the best views in Portland, the pan-Asian joint is a regular stop for celebrities from visiting NBA players to Billy Joel. It floats on the 15th floor of the swank Nines Hotel in the city's landmark Meier & Frank Building, and it offers an ambitious tour of the Far East, employing the Pacific Northwest's bumper crops of fresh vegetables and sustainable seafood. Departure is not a sushi restaurant, but to skip the crunchy crab roll with fresh Dungeness crab would be a mistake. Rounding out the menu are northwest oysters, an Ishiyaki steak with wagyu beef, the duck confit miso ramen, and a robust dim sum menu, all washed down with the city's longest sake menu.

December 09, 2022 ONLINE

Yahoo! News US (56-000)

news.yahoo.com/tips-where-eat-portland-...

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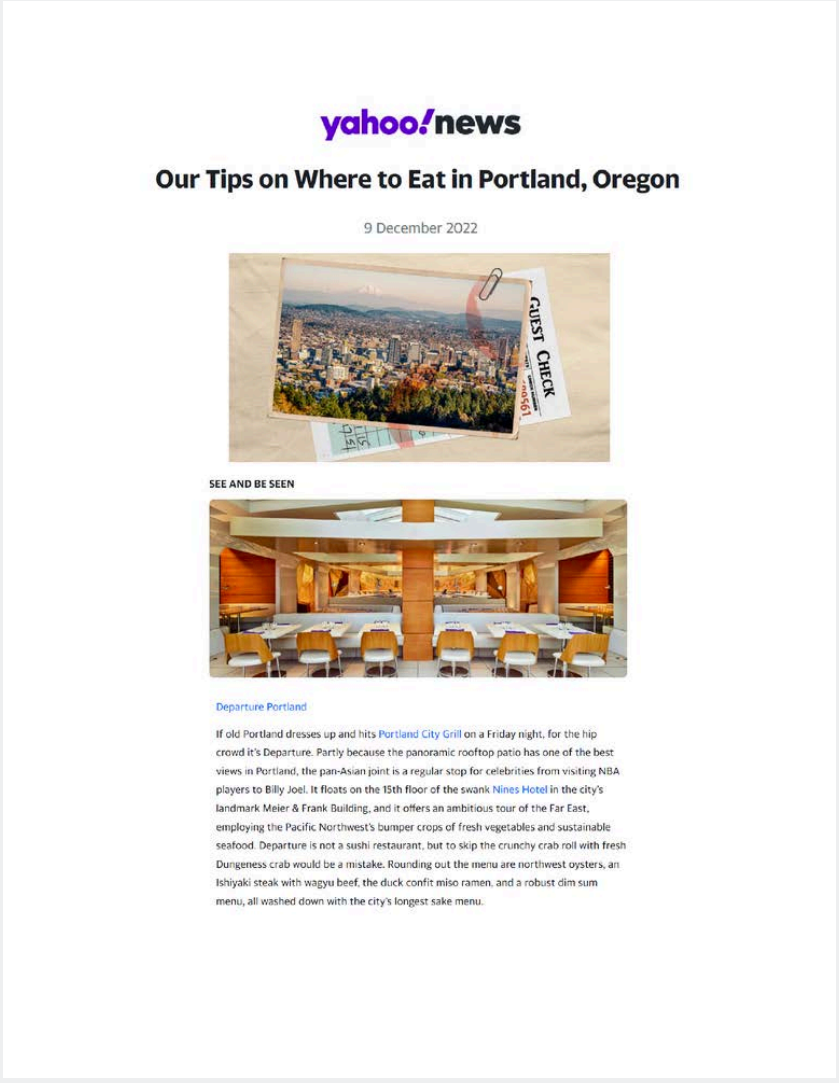

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December 10, 2022 ONLINE

Yahoo! News UK (56-000)

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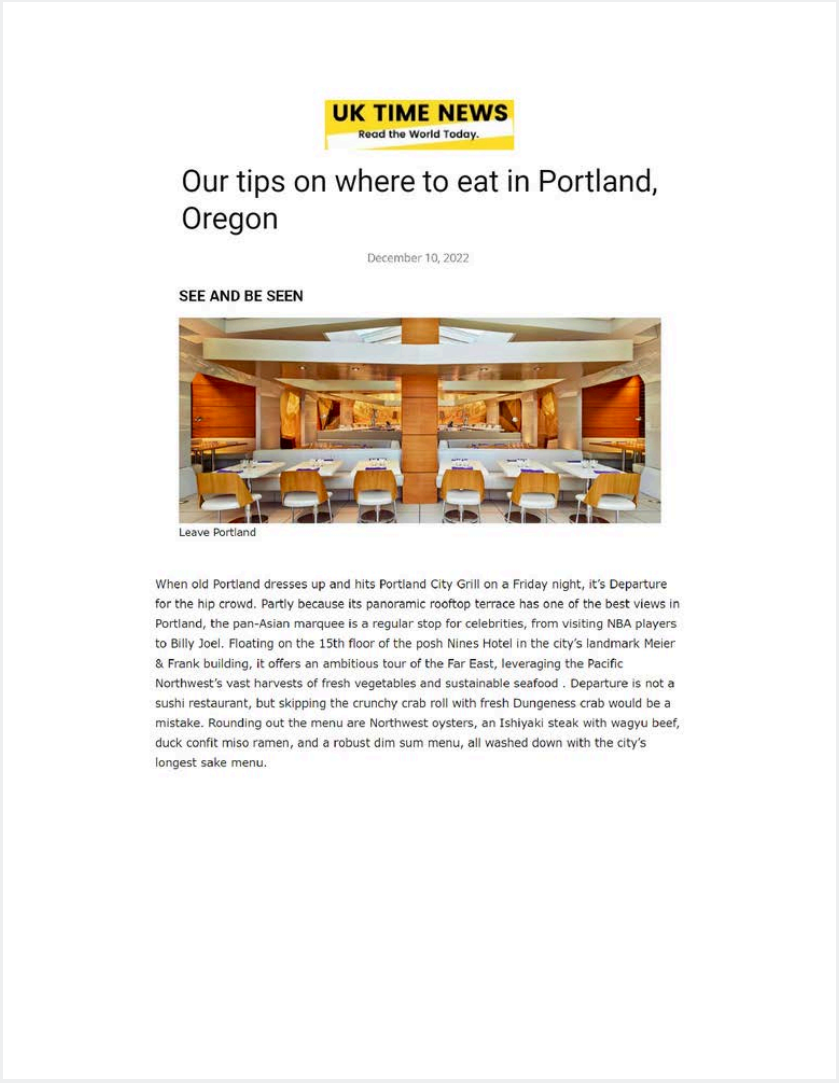

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Our tips on where to eat in Portland, Oregon

December 10, 2022

SEE AND BE SEEN

Leave Portland

When old Portland dresses up and hits Portland City Grill on a Friday night, it's Departure for the hip crowd. Partly because its panoramic rooftop terrace has one of the best views in Portland, the pan-Asian marquee is a regular stop for celebrities, from visiting NBA players to Billy Joel. Floating on the 15th floor of the posh Nines Hotel in the city's landmark Meier & Frank building, it offers an ambitious tour of the Far East, leveraging the Pacific Northwest's vast harvests of fresh vegetables and sustainable seafood . Departure is not a sushi restaurant, but skipping the crunchy crab roll with fresh Dungeness crab would be a mistake. Rounding out the menu are Northwest oysters, an Ishiyaki steak with wagyu beef, duck confit miso ramen, and a robust dim sum menu, all washed down with the city's longest sake menu.

December 10, 2022 ONLINE

UK Time News (56-000)

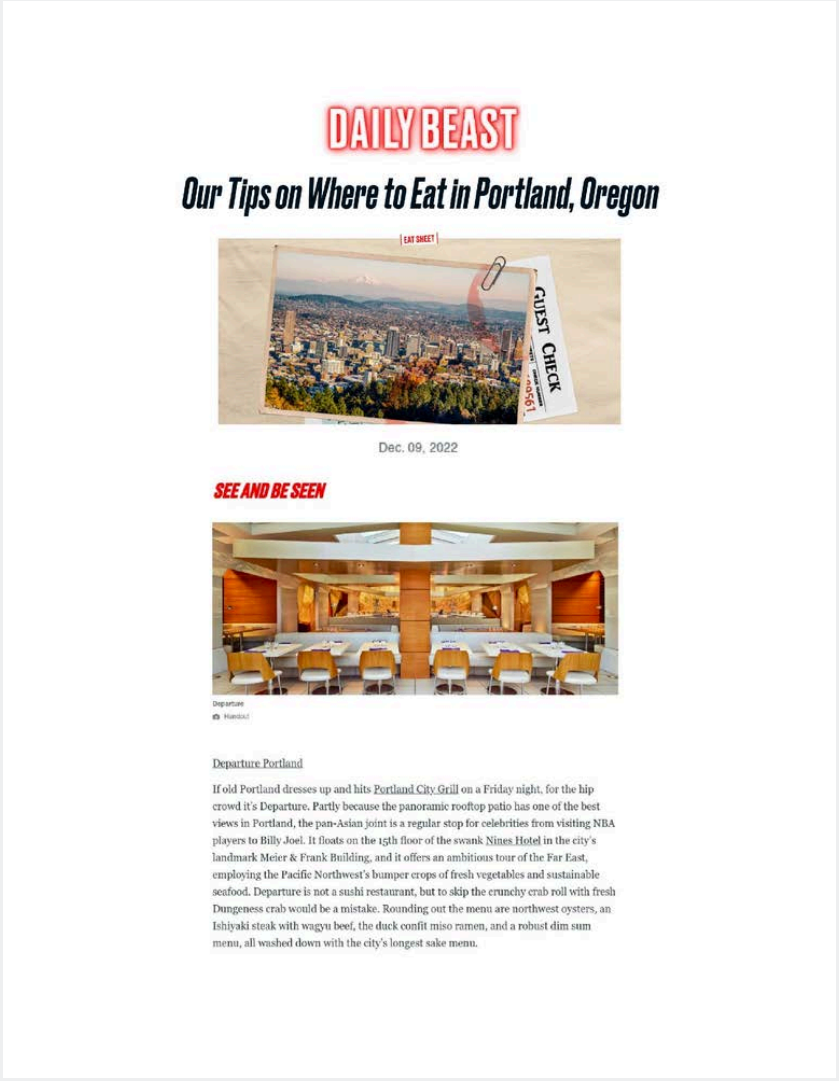
uktimenews.com/our-tips-on-where-to-ea...

Monthly Visits **85.2K**

Monthly Visits

The Daily Beast

A smart, speedy take on the news from around the world.



DAILY BEAST

Our Tips on Where to Eat in Portland, Oregon

Dec. 09, 2022

SEE AND BE SEEN

Departure

Handout

Departure Portland

If old Portland dresses up and hits Portland City Grill on a Friday night, for the hip crowd it's Departure. Partly because the panoramic rooftop patio has one of the best views in Portland, the pan-Asian joint is a regular stop for celebrities from visiting NBA players to Billy Joel. It floats on the 15th floor of the swank Nines Hotel in the city's landmark Meier & Frank Building, and it offers an ambitious tour of the Far East, employing the Pacific Northwest's bumper crops of fresh vegetables and sustainable seafood. Departure is not a sushi restaurant, but to skip the crunchy crab roll with fresh Dungeness crab would be a mistake. Rounding out the menu are northwest oysters, an Ishiyaki steak with wagyu beef, the duck confit miso ramen, and a robust dim sum menu, all washed down with the city's longest sake menu.

December 09, 2022 ONLINE

The Daily Beast (56-000)

thedailybeast.com/where-to-eat-in-portla...

Monthly Visits **13M**

Monthly Visits

Retail & Restaurant Facility Business

February 28, 2022 ONLINE

Retail & Restaurant Facility Business (78-01115)

editions.mydigitalpublication.com/publica...

BY CHRIS ROY

Director of Creative Design, OTL

Immersive ENTERTAINMENT 2.0

The next level of tech experiences for retail and restaurant venues.

Before the pandemic, immersive entertainment was an emerging trend in the retail sector. After a year and a half of reduced experiences, consumers' appetite for this type of entertainment is stronger than ever.

MARC COUTURE OF ADVENTURE ART, INC. (CONCEPTUAL)

To slake this appetite, retail entertainment stakeholders are seeking increasingly tech-oriented features at their properties. In fact, there is a call for technology that enables all-encompassing immersion with more nuance. We live in an increasingly digital world, and people expect to see aspects of their tech experiences spill out into physical reality.

As a firm that designs, builds and maintains water features and themed environments for retail venues, we have been very active in the immersive entertainment industry and currently have projects underway that implement next-generation experiential technology. Here is how the firm sees immersive entertainment changing in the post-pandemic era.

Entertainment Will Merge with the Built Environment

As the demand for increasingly immersive entertainment rises, digital technology is enabling deeper and more subtle real-world immersion and guest experience. These new media are providing an opportunity for customers and visitors to escape the mundane and enter a world of wonder and awe.

For example, at Branson Boardwalk in Branson, Missouri, we have nearly completed ground-up construction on a show fountain that will anchor the developing entertainment complex. The dancing water show features a state-of-the-art control system which communicates with lighting, audio and projection systems across the property, allowing for site-wide shows visible from everywhere at the Boardwalk. By expanding the choreographic show beyond the edges of the fountain, guests become part of the action.

Branson Boardwalk's first attraction, the Aquarium at the Boardwalk, a $55 million project focused on fish and fun, features an iconic 34-ton stainless steel octopus sculpture welcoming visitors. Fabricated by Demiurge, the sculpture is being incorporated into the fountain show. Made up of hundreds of polyhedral plates, and internally illuminated with color-changing LED lights, the octopus will become an extension of the fountain show with colored lighting displays coordinated between the two systems.

Immersive projects like this provide people with a unique opportunity, creating memorable experiences and building brand loyalty.

The Audience Will Be in Control

Ever-evolving technology in the retail entertainment realm is enabling people to orchestrate their own immersive experiences. Newly developed entertainment software allows guests to control

and guide the technology rather than merely having it presented to them, providing unique and more interesting visits to entertainment venues.

We are at the forefront of this technology. We began by offering clients a training program that shows them what hardware and software they need in order to program and choreograph the company's musical show fountains at their properties, and how to create amazing shows themselves (if so inclined). The training teaches them about DMX controls, how to create time-based show sequences, how to produce visualizations of the sequences they're creating, and the theory behind the art of choreographic water design.

We are currently working on revolutionary technology that will allow interactivity with water features like never before. Artificial intelligence and machine learning are opening up great opportunities to create shows that will evolve on their own over time, morphing their displays in response to crowd reactions and interaction.

As entertainment technology continues to advance, guests will have greater orchestration over their own immersive experiences, which will increasingly attract them to venues that offer these options. Instead of fountain displays based purely on pre-produced shows, guests will have the opportunity to take control of fountain and lighting shows themselves, with the system reacting to their poses and motion in real time, like a conductor leading an orchestra. We have been investing heavily into development of an innovative system that does this and more, part of the continuing evolution of technology in our industry.

Tech Features Will Enhance Themed Environments in New Ways

Today's themed environments are more immersive than ever as they seek to draw in first-time and repeat visitors. Technology is helping these venues create spectacular effects that enhance the theming in new ways.

At EpicCentral, a 172-acre park site located in the Dallas-Fort Worth Metroplex in Grand Prairie, Texas, we are constructing a $3.5 million show fountain that will incorporate high-definition projection onto the fountain water jets. Unlike past projects featuring specialized water projection screens, technology and content creation being utilized at Epic Central will allow the projected content to interact directly with the moving water show. These multi-media shows will be enjoyed by guests at a number of new food and beverage facilities currently under construction next to the fountain.

Integration of technology into themed environments at retail entertainment venues is an excellent way to maximize the impact of that theming while delighting and drawing in visitors.

As retail entertainment regains momentum after the pandemic, owners and operators of these venues will seek new ways to satisfy consumers' demand for increasingly immersive experiences. With demand for unique entertainment options continuing to grow, audiences gaining greater control over these experiences, and tech features enhancing themed environments in new ways, retail and restaurant stakeholders can move forward into new forms of immersive entertainment that will dazzle and delight guests for years to come. ■

Chris Roy is director of creative design for Outside the Lines, Inc. (OTL), a design-build themed construction company that specializes in creating one-of-a-kind rockwork, water features and themed environments for office, retail entertainment, hospitality, gaming and golfing projects around the globe. More information is available at www.otl-inc.com.

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VETERANS DAY CEREMONY READS ALOUD THE NAMES OF 7,000+ PEOPLE LOST IN AMERICA'S RESPONSE TO 9/11
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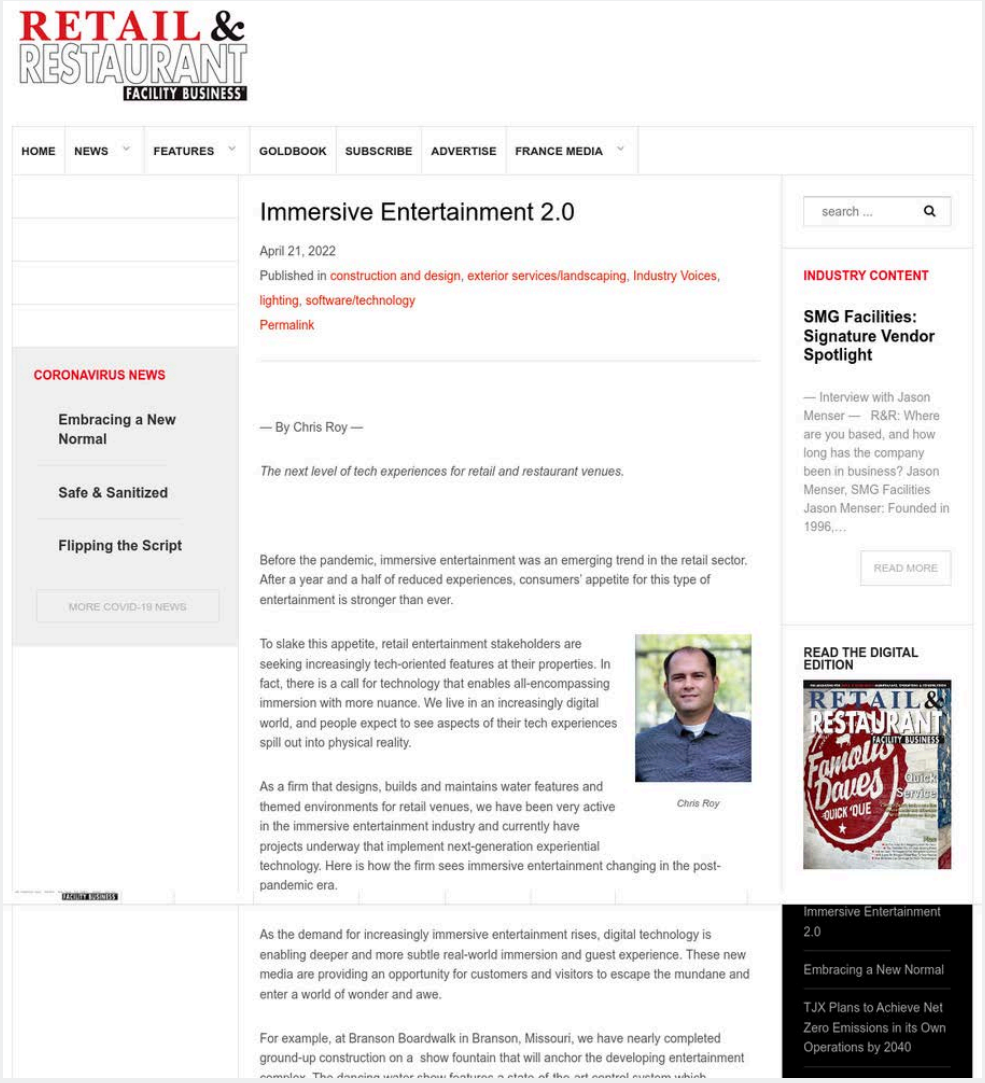
Retail & Restaurant Facility Business

A resource for executives involved in the maintenance, construction and operations of retail stores, restaurants and shopping centers.



April 21, 2022 ONLINE

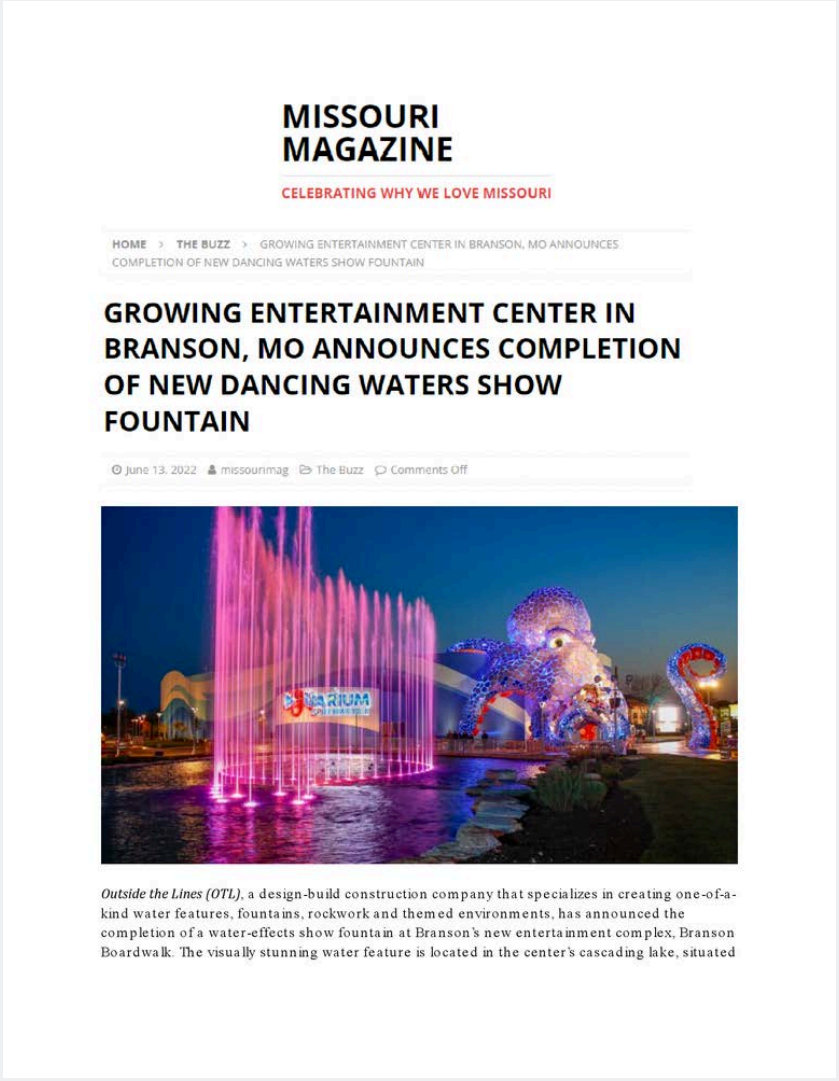
Retail & Restaurant Facility Business (78-000)

retailrestaurantfb.com/immersive-entertai...

Monthly Visits **8.04K**

Monthly Visits

Missouri Magazine



MISSOURI MAGAZINE

CELEBRATING WHY WE LOVE MISSOURI

HOME > THE BUZZ > GROWING ENTERTAINMENT CENTER IN BRANSON, MO ANNOUNCES COMPLETION OF NEW DANCING WATERS SHOW FOUNTAIN

GROWING ENTERTAINMENT CENTER IN BRANSON, MO ANNOUNCES COMPLETION OF NEW DANCING WATERS SHOW FOUNTAIN

June 13, 2022 missourimag The Buzz Comments Off

Outside the Lines (OTL), a design-build construction company that specializes in creating one-of-a-kind water features, fountains, rockwork and themed environments, has announced the completion of a water-effects show fountain at Branson's new entertainment complex, Branson Boardwalk. The visually stunning water feature is located in the center's cascading lake, situated

June 13, 2022 ONLINE

Missouri Magazine (78-01178)

missourimagazines.com/growing-entertai...

adjacent to Aquarium at the Boardwalk, the first attraction developed at the entertainment hub.

Designed and built by OTL, the fountain plays two fully choreographed shows every half hour from 8 a.m. to 10:30 p.m. seven days a week.

"As a destination that attracts more than nine million visitors each year, Branson is a beloved tourist landscape," says J. Wickham Zimmerman, Chief Executive Officer for OTL. "This new center brings fresh themed entertainment to the area, ultimately increasing repeat visits as travel continues to bounce back after the impact of the COVID-19 pandemic."

Branson Boardwalk now offers the Boardwalk Beer Garden, along with the world-class Aquarium at the Boardwalk, which made its debut at the center in Fall 2020. The dazzling show fountain adds to the exciting line-up at the venue, serving as an anchor attraction, according to Tej Sundher, Partner at Kuvera Partners, owner and operator of Branson Boardwalk.

"We are beyond thrilled to see our vision come together with the completion of this spectacular show fountain. It exceeded our expectations," says Sundher. "The response has been fantastic. Visitors are gathering day and night to enjoy the Dancing Waters."

Immersive technology is a continuously growing trend, explains Allie Long, OTL's Senior Project Designer and lead fountain show programmer.

"We are seeing an increased interest in immersive technology in several industries, and especially in the worlds of retail and themed entertainment," says Long. "Branson Boardwalk's show fountain uses state-of-the-art technology along with our human touch to choreograph water, light, and fog to a variety of songs that please visitors of all ages. Experiencing the beautiful sights and sounds of this amazing water feature makes the visit even more enjoyable and memorable for guests."

Branson Boardwalk is located at 2700 West 76 Country Blvd. in Branson, Missouri.

About Outside the Lines, Inc.

As creative leaders in design and construction, OTL increases the value of commercial properties by creating spectacular, entertainment-driven features. Comprised of the theming industry's most creative visionaries and the best artisans, the OTL team delivers the highest quality project management and construction to

transform any project into a world-class destination. Notable projects include Legacy West in Plano, Texas; Grand Park in Los Angeles, California; Station Park in Farmington, Utah; The Village at Meridian in Meridian, Idaho; and City Creek Center in Salt Lake City, Utah, among others. More information is available at www.otl-inc.com.

Done Deals

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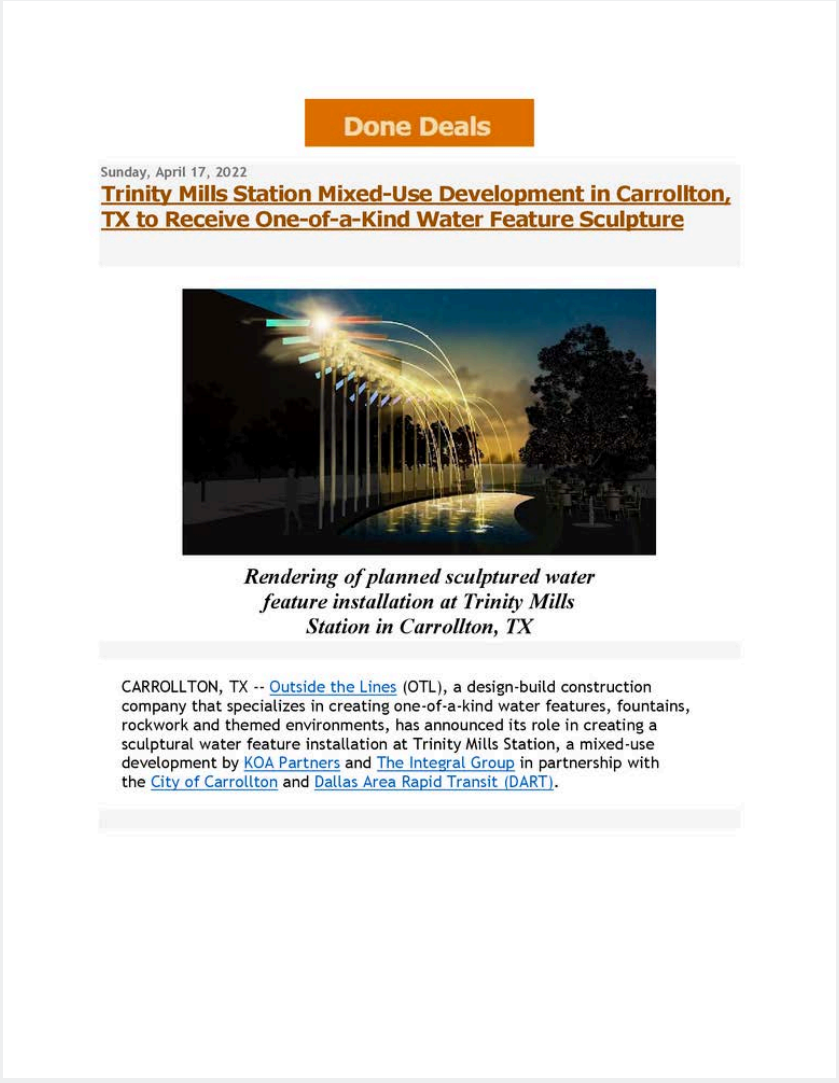


Done Deals

Sunday, April 17, 2022

Trinity Mills Station Mixed-Use Development in Carrollton, TX to Receive One-of-a-Kind Water Feature Sculpture

Rendering of planned sculptured water feature installation at Trinity Mills Station in Carrollton, TX

CARROLLTON, TX -- Outside the Lines (OTL), a design-build construction company that specializes in creating one-of-a-kind water features, fountains, rockwork and themed environments, has announced its role in creating a sculptural water feature installation at Trinity Mills Station, a mixed-use development by KOA Partners and The Integral Group in partnership with the City of Carrollton and Dallas Area Rapid Transit (DART).

April 17, 2022 ONLINE

Done Deals (78-01369)

alex-donedeals.blogspot.com/2022/04/tri...

Monthly Visits **26K**

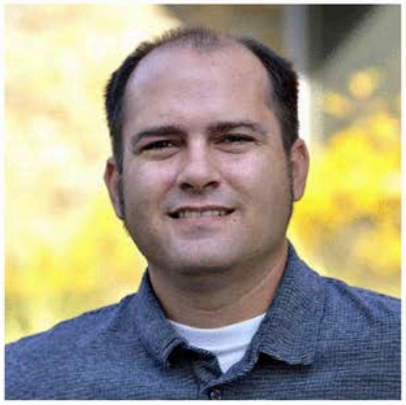
Monthly Visits

J. Wickham Zimmerman

The *Signals* sculpture is expected to be completed by the grand opening of Trinity Mills Station in Summer 2023.

"The Trinity Mills Station development revolves around a central esplanade, which was always planned to include a water feature," says **J. Wickham Zimmerman**, OTL's Chief Executive Officer.

"As the design phase was wrapping up, the City and developers felt that something was missing from the space; a typical water feature was not a bold enough gesture."



Chris Roy

The one-of-a-kind Public Art installation, called *Signals*, is inspired by a type of historic railroad signal known as a semaphore; these signals had moving arms to indicate whether trains should move or stop, according to **Chris Roy**, Director of Creative Design for OTL, who is designing the sculpture.

"The inspiration for *Signals* is derived from the City of Carrollton's historical hub of railroad activity, as the intersection of three major railroads," says Roy.

"This railroad heritage continues through today, with the addition of a new key route - Dallas Area Rapid Transit (DART) and the Trinity Mills Station, for which the development is named."

The City launched an initiative to find someone who could create a feature that would have a much bigger impact on the space.

The stakeholders wanted the piece to be a sculpture with a timeless design and that would address the scale of the space, as the mixed-use development is located in the

heart of Carrollton and embodies a convergence of commerce, culture, and community, adds Roy.

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The Smart Agency, Inc.

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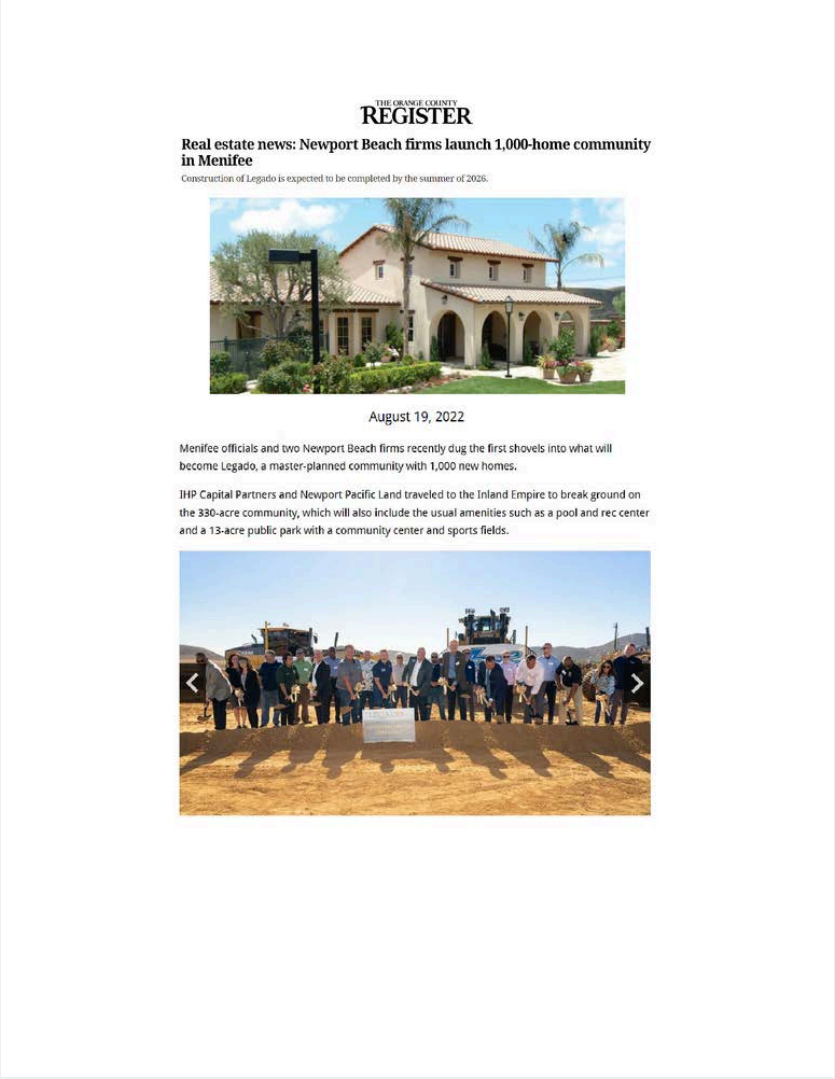
khaga@thesmartagency.com

www.otl-inc.com.

Posted by Alex at 12:23 PM

Orange County Register

OCRegister.com covers local news in Orange County, CA, California and national news, sports, things to do and the best places to eat, business and the Orange County...



THE ORANGE COUNTY REGISTER

Real estate news: Newport Beach firms launch 1,000-home community in Menifee

Construction of Legado is expected to be completed by the summer of 2026.

August 19, 2022

Menifee officials and two Newport Beach firms recently dug the first shovels into what will become Legado, a master-planned community with 1,000 new homes.

IHP Capital Partners and Newport Pacific Land traveled to the Inland Empire to break ground on the 330-acre community, which will also include the usual amenities such as a pool and rec center and a 13-acre public park with a community center and sports fields.

August 19, 2022 ONLINE

The Orange County Register (78-000)

ocregister.com/2022/08/19/real-estate-ne...

Monthly Visits **740K**

Monthly Visits

Directory of Major Malls

Directory of Major Malls provides details on commercial real estate and commercial property. Details include contact information, site plan, developer and tenant data on...

DIRECTORY OF MAJOR MALLS®

Retail Design Update: Attract Shoppers by Incorporating Water Features

AUGUST 17, 2022

In the wake of the pandemic's acute phase, brick-and-mortar retail is experiencing a resurgence.

As people return to the in-person experiences they have been missing for the last two years, many retail stakeholders are considering how to attract customers to their centers. And while an omnichannel strategy makes sense for today's retailers, bringing customers into the store is key; the 50% of adult shoppers who buy online and pickup in store (BOPIS) are likely to buy more products while picking up their order.

Part of the answer to drawing in shoppers lies in the design of these destinations. When retail design speaks to what shoppers are craving, both aesthetically and functionally, people are drawn to these centers and want to spend more time there—and ultimately more money.

August 17, 2022 ONLINE

Directory of Major Malls (78-000)

shoppingcenters.com/article/retail-design...

Monthly Visits **1.77K**

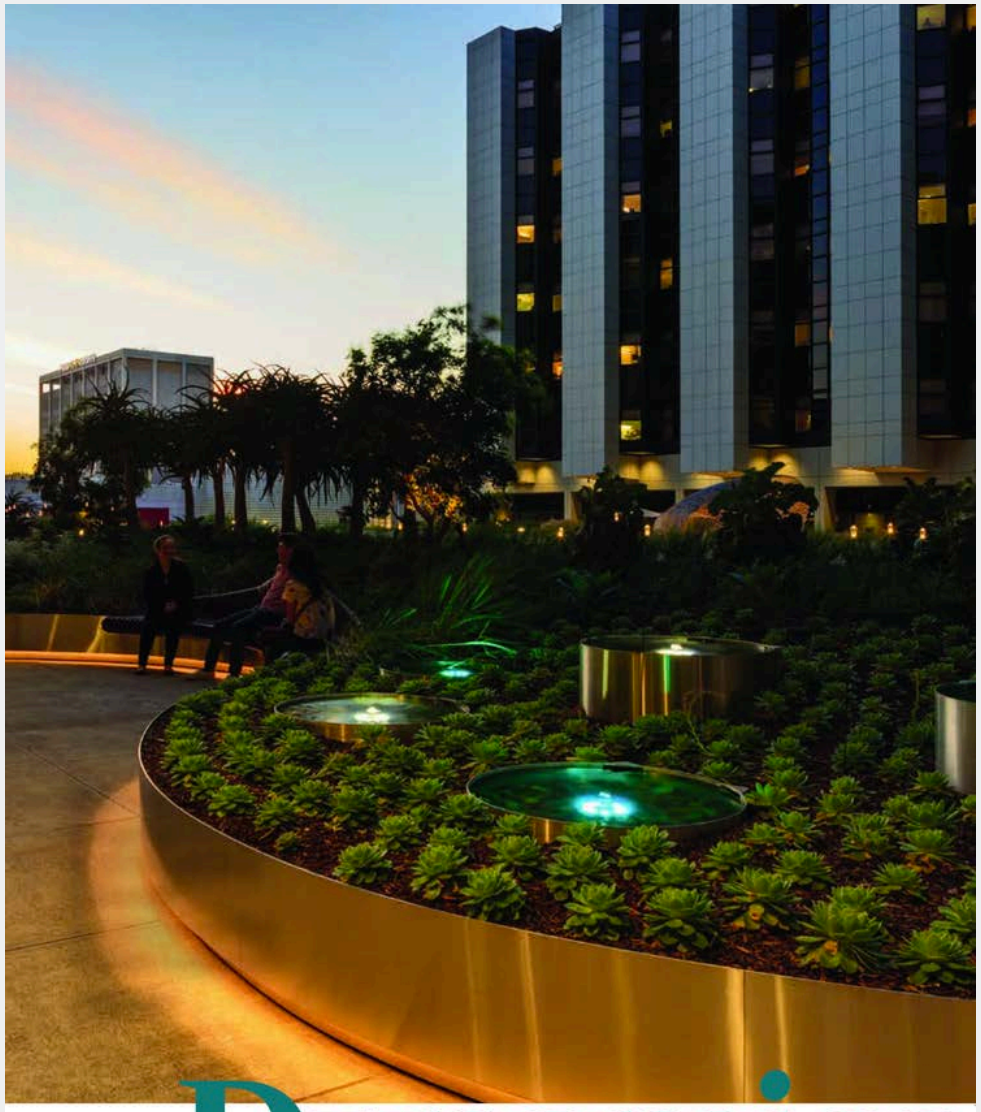
Monthly Visits

Medical Construction & Design Magazine

June 30, 2022 ONLINE

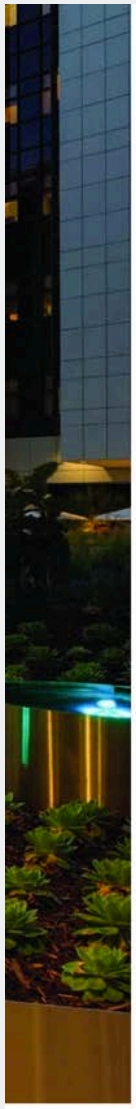
MCD July/August 2022 Page 38 (78-000)

lsc-pagepro.mydigitalpublication.com/pu...



Dynamics

Medical Construction & Design Magazine © 2022



These water basins, part of a hospital wellness garden, help enhance the landscape and create a gathering place for patients, visitors and staff to recharge. Each basin is fabricated from type 316L stainless steel.

With potential new COVID-19 virus variants continuing to be a worldwide concern, finding ways to infuse serenity in healthcare settings, while promoting physical well-being has become increasingly challenging for those designing large hospital projects.

The ability to accomplish this task has grown in importance as concerns about physical and mental health in the built environment persist and the importance of creating tranquil spaces for patients, families and staff is more important than ever.

Enter water features. These amenities are both beautiful and functional — and they work well in today's hospital design projects, particularly when adapting to changing patient needs and expectations in the new normal.

The following are a few ways water features can elevate hospital design, promote well-being for everyone in the building and provide added value for healthcare stakeholders.

Benefit #1: Water features help patients relax and de-stress

Water features provide calming sounds, sights and sensations that soothe patients' worries, encouraging healing. In addition to delighting the senses, these amenities capitalize on humans' deep connection to water and its ability to quickly calm them and improve their mood.

Being close to water produces a reaction in people known as a "blue mind," a state where the brain releases mood-enhancing serotonin, which reduces blood lactate levels and lowers stress. In addition, water features are part of biophilic design, a growing trend of bringing the outdoors in.

This indicates water features can help patients heal faster — an outcome that aligns perfectly with every hospital's objectives.

Benefit #2: Indoor water features can work to create healthier buildings

The trend toward healthier buildings that began before the pandemic has only strengthened with the onset of COVID-19. Architects' and interior designers' focus on materials that don't produce off-gassing and maximize natural lighting has progressed to include building features that help eliminate the transmission of viral particles.

To that end, indoor water features are a perfect fit for hospitals, as they can improve building air quality. Negative ions, which cleanse the air and make it healthier to breathe, are released from these amenities when the water in them evaporates. In addition to reducing air pollution, this phenomenon also helps prevent viral spread — a chief concern at hospitals and all medical facilities.

Water features can also help keep patients, staff and visitors healthier by utilizing splash minimization techniques. For example, when my company Outside the Lines worked in partnership with AHBE Landscape Architects, Joma Design Studio, Frank Webb Architects, Ball-Nogues Studio and Hensel Phelps to build water features for a wellness garden at Cedars-Sinai Medical Center in Los Angeles, California, ensuring that no water was sprayed into the air from the fountains was paramount. The project team introduced a small bubbler nozzle into each round basin, creating a gentle ripple effect without water spray, which delivered a healthier environment.

Benefit #3: Water features can help promote sustainability

As climate change concerns ramp up and green initiatives become a rising focal point for businesses, healthcare organizations are striving for greater sustainability. Architects can help clients reach environmental goals by including water features with sustainability elements in hospital design.

To begin, many modern water features utilize sustainable design features that foster energy and water conservation. Rather than draining natural resources, water features can enhance a project's sustainability by harvesting HVAC condensate or rainwater, which also helps clean stormwater runoff.

Water features can also be designed and constructed to positively affect a hospital environment's microclimate. For instance, in hot, arid climates, courtyard water features help moderate outdoor temperatures through the effects of evaporative cooling. Fountains can take advantage of this effect indoors or, with a higher level of engineering, actually remove humidity from the air — either of which can help offset air conditioning use.

Amenities can also be tied into a building's cooling system or geothermal system to help moderate temperatures in an aesthetically pleasing manner. This produces solutions good for the environment and helps lower the long-term operating costs for these properties.

The result of including water features in hospital design is more ecologically sound buildings that conserve resources, decrease waste and lower costs, while having a positive impact on patients' health and wellness.

At a time when mental and physical health are at the forefront, amenities that support well-being are in demand. By encouraging patients to relax and de-stress, working to create healthier buildings and promoting sustainability, incorporating water features into hospital design enables architects to help stakeholders achieve many objectives well into the future.

Barry Caylor is vice president of business development for Outside the Lines, Inc.

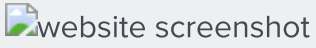
WELLNESS GARDEN: HELIPHOTO.NET

Medical Construction & Design Magazine © 2022

Select Office Coverage

Happening Next

Events & Festivals HappeningNext, Explore what’s happening next, right next to you.



December 01, 2022 ONLINE

Happening Next (56-000)

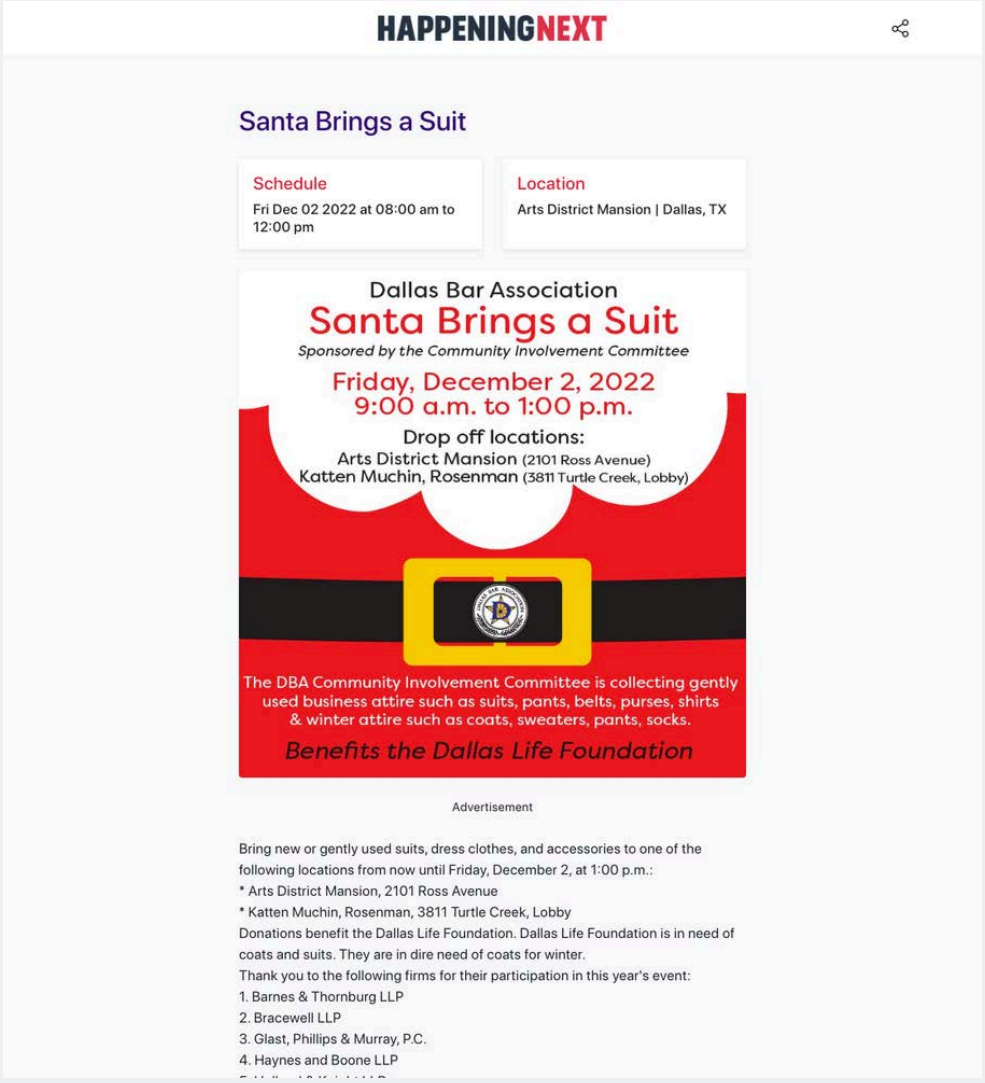
happeningnext.com/event/chicagos-byob...

Monthly Visits **359K**

Monthly Visits

Happening Next

Events & Festivals HappeningNext, Explore what's happening next, right next to you.



December 01, 2022 ONLINE

Happening Next (56-000)

happeningnext.com/event/santa-brings-a-...

Monthly Visits **359K**

Monthly Visits

Singapore Business Review

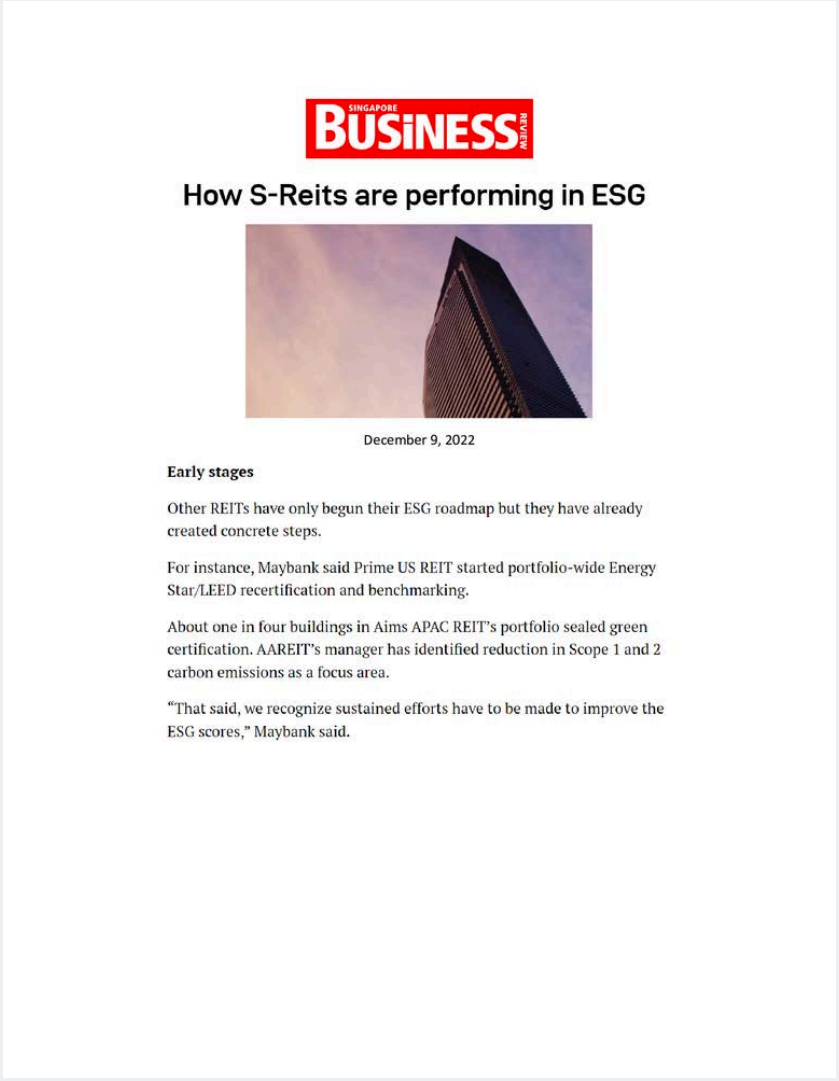
December 09, 2022 ONLINE

Singapore Business Review (56-000)

sbr.com.sg/commercial-property/news/ho...

Monthly Visits **79.5K**

Monthly Visits



SINGAPORE BUSINESS REVIEW

How S-Reits are performing in ESG

December 9, 2022

Early stages

Other REITs have only begun their ESG roadmap but they have already created concrete steps.

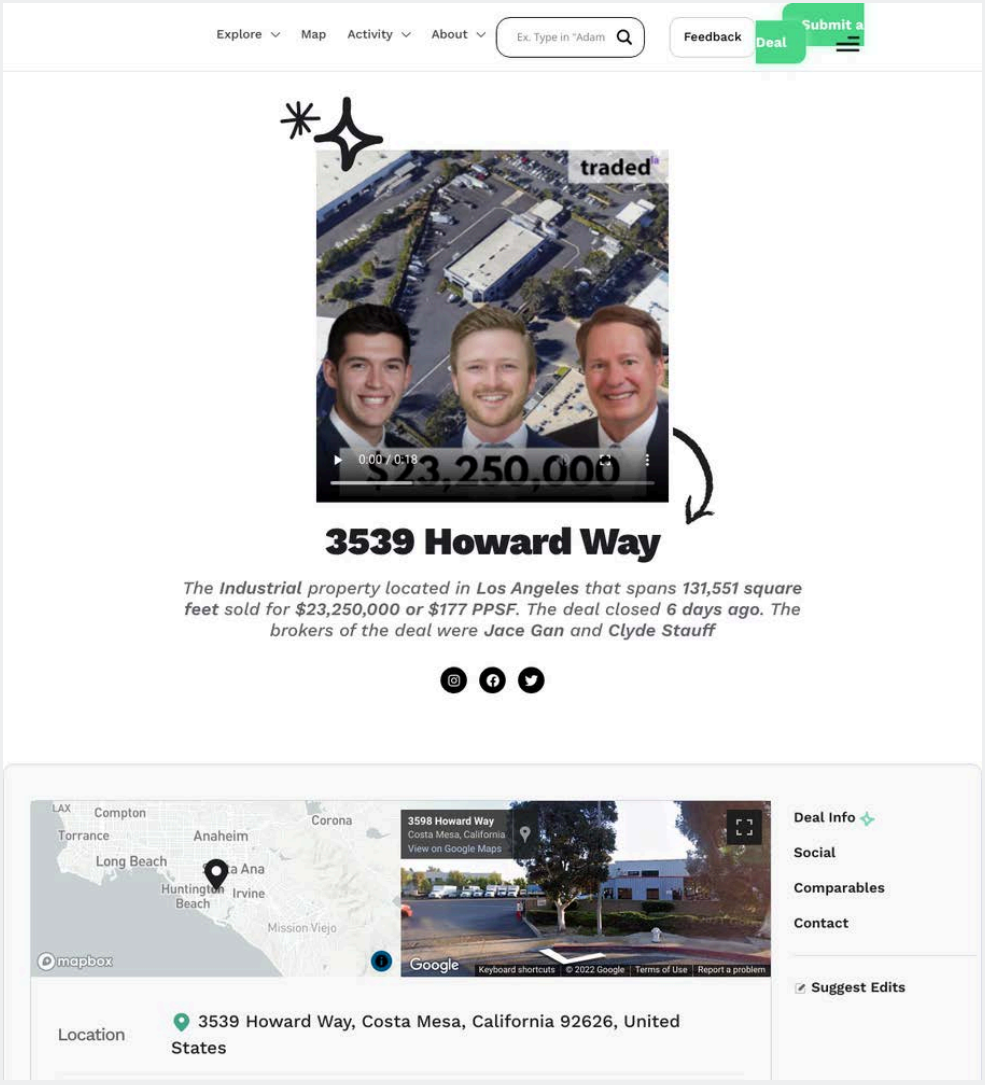
For instance, Maybank said Prime US REIT started portfolio-wide Energy Star/LEED recertification and benchmarking.

About one in four buildings in Aims APAC REIT's portfolio sealed green certification. AAREIT's manager has identified reduction in Scope 1 and 2 carbon emissions as a focus area.

"That said, we recognize sustained efforts have to be made to improve the ESG scores," Maybank said.

Traded

Explore recent commercial real estate transactions, learn more about the the players involved, and network along the way!



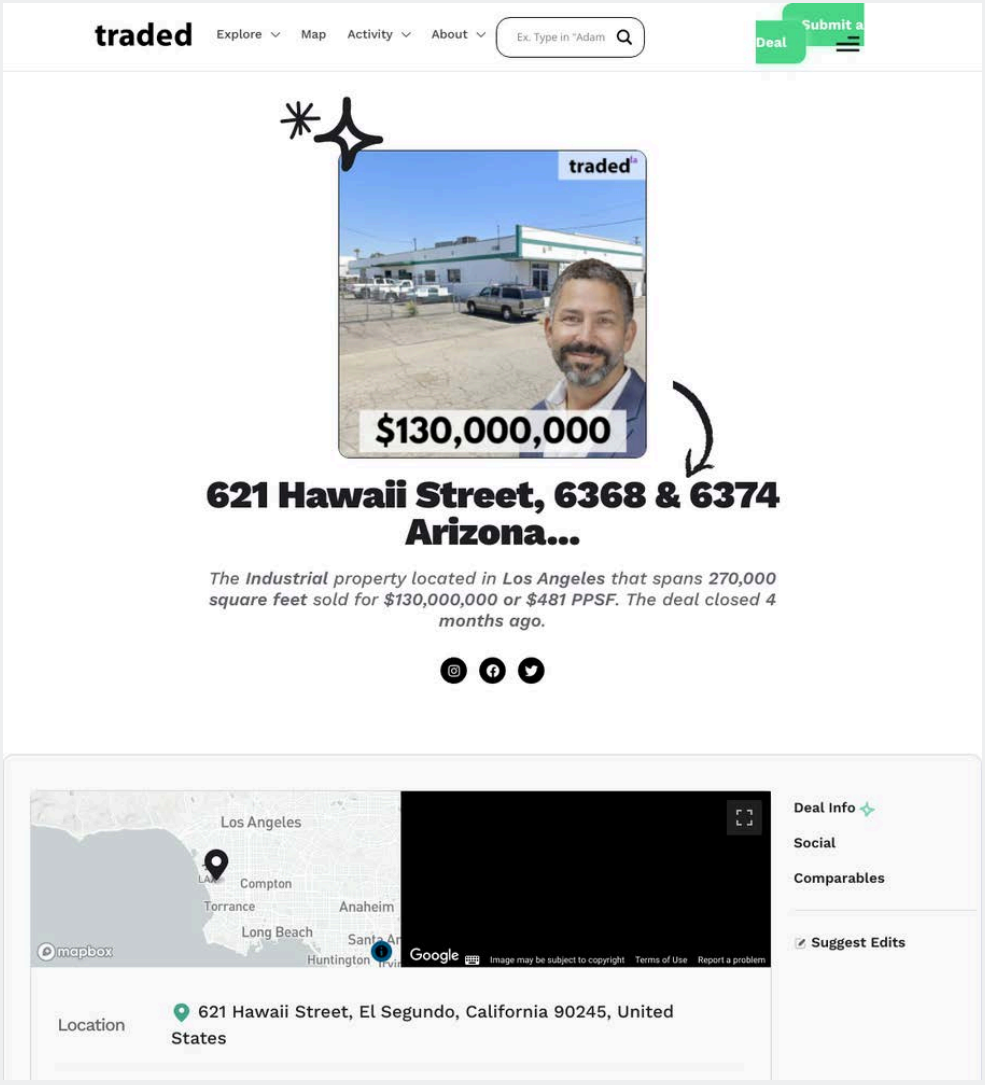
September 16, 2022 ONLINE

Traded Los Angeles (61-01533)

traded.co/property/los-angeles/sold/353...

Traded

Explore recent commercial real estate transactions, learn more about the the players involved, and network along the way!

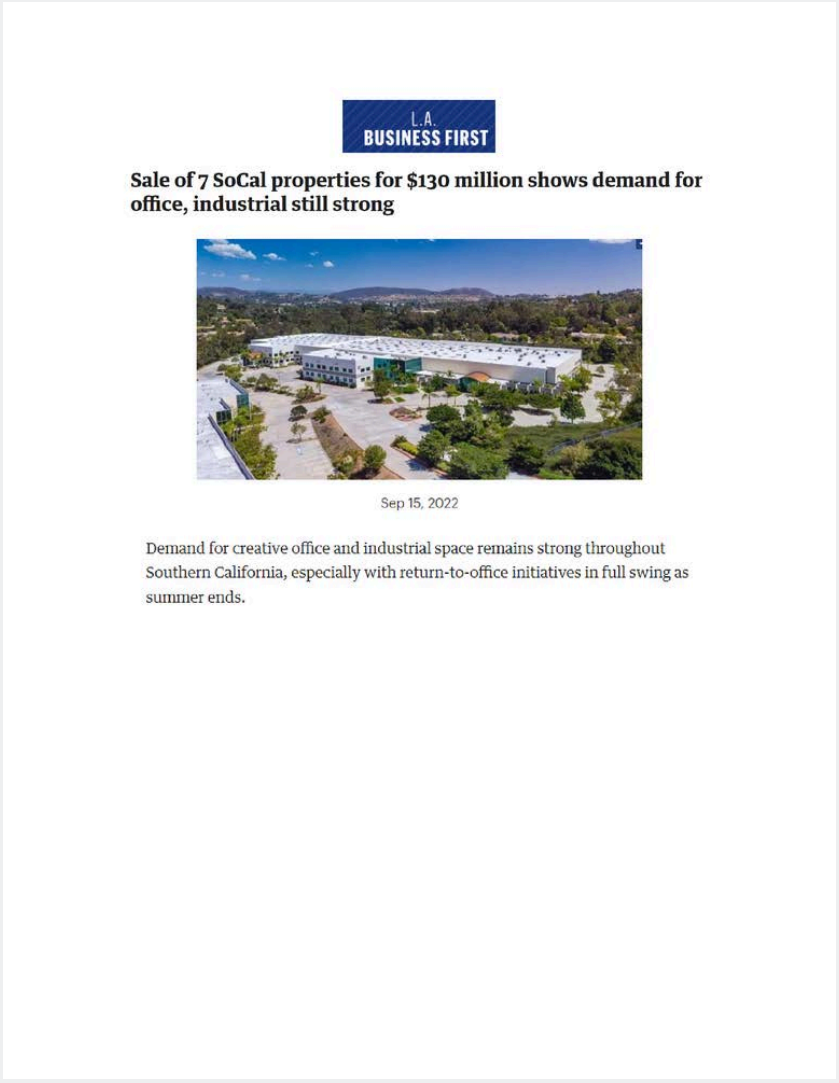


September 19, 2022 ONLINE

7 SoCal Acquisitions (61-01533)

traded.co/property/los-angeles/sold/621-...

L.A. Business First



L.A. BUSINESS FIRST

Sale of 7 SoCal properties for $130 million shows demand for office, industrial still strong

Sep 15, 2022

Demand for creative office and industrial space remains strong throughout Southern California, especially with return-to-office initiatives in full swing as summer ends.

September 15, 2022 ONLINE

L.A. Business First (61-01533)

bizjournals.com/losangeles/news/2022/0...

Monthly Visits **2.59M**

Monthly Visits

Sale of 7 SoCal properties for $130 million shows demand for office, industrial still strong

Sep 15, 2022, 2:21pm PDT

BLT Enterprises is expanding its footprint in Southern California after acquiring seven industrial and creative office properties in a $130 million deal.

The Santa Monica, California-based real estate investment company bought properties in Los Angeles, Orange and San Diego counties.

Totaling nearly 270,000 square feet, the seven properties sit on more than 18 acres of combined land in El Segundo, Pico Rivera, Burbank, Los Angeles, Costa Mesa and Vista.

Demand for creative office and industrial space remains strong throughout Southern California, especially with return-to-office initiatives in full swing as summer ends.

Creative office development and occupancy rates are forecasted to improve, while industrial space continues to outperform other markets in Los Angeles and Orange County.

BLT ENTERPRISES

In the San Diego County city of Vista, BLT acquired 1 Viper Way, the largest of the properties spanning 175,000 square feet.

The steady demand for industrial space has driven vacancy rates to all-time lows in the Greater Los Angeles market as vacancy rates remain below 0.6%, according to research from CBRE pertaining to the second quarter of 2022.

BLT Director of Acquisitions Lukas Huberman said the company targeted these assets through local expertise and trusted industry relationships, with plans to implement capital improvements and management procedures across the properties to "unlock long-term value and enhance operations."

In L.A. County, BLT bought:

621 Hawaii St., a 49,000-square-foot creative office building on 2 acres of land in El Segundo leased to South Korean video game developer Nexon America, in a $27 million sale.
7748 Industry Ave., a 10,000-square-foot low-coverage warehouse and distribution site in Pico Rivera.
2901 Thornton Ave., a 10,000-square-foot warehouse in Burbank leased to Reno Hardware.
6368 Arizona Circle, a 7,000-square-foot creative office building in Playa Vista leased to video production company CVLT Production.
6374 Arizona Cir., an 8,000-square-foot creative office building on 0.3 acres in Playa Vista.

BLT also purchased one property in Orange County's Costa Mesa at 3539 Howard Way, occupied by a vacant 12,600-square-foot warehouse on a 3-acre industrial lot adjacent to a neighboring BLT-owned property operated by FedEx.

The last of the seven properties is in the San Diego County city of Vista, at 1 Viper Way. By far the largest of the properties, the 175,000-square-foot distribution facility sits on 11 acres within the Northern San Diego industrial region.

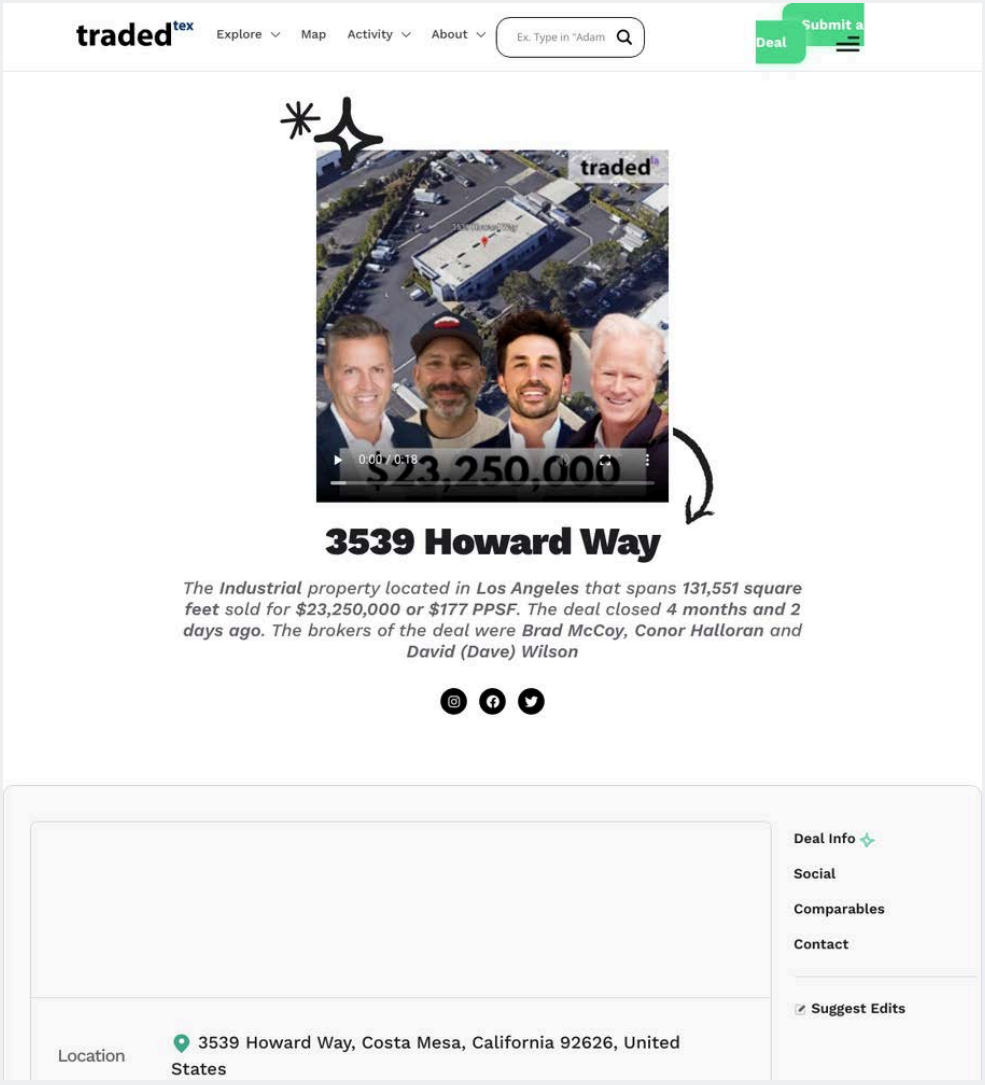
The company has developed or acquired more than $2 billion in assets to date, intending to pave the way in a new era of office and industrial space coming out of the pandemic, according to BLT Chief Development and Legal Officer Rob Solomon.

"These acquisitions are directly in line with our ongoing strategy of acquiring well-located properties that deliver value over a long hold period," he added. "With the recent post-pandemic shifts, BLT's grasp on the unique demands of today's office and industrial space positions us to continue growing and adapting with our tenants and to develop long-lasting business relationships."

Isabel Sami
Staff Reporter
L.A. Business First

Traded

Explore recent commercial real estate transactions, learn more about the the players involved, and network along the way!



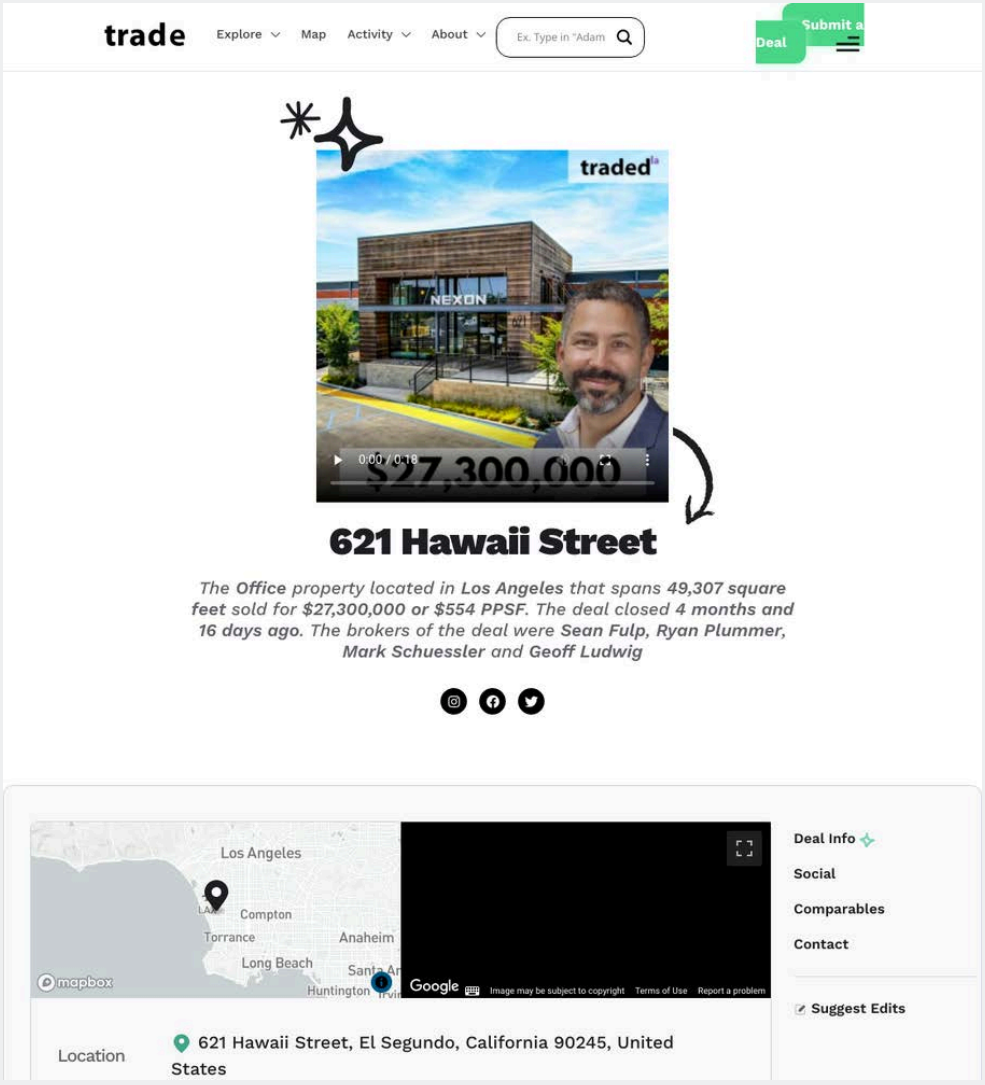
October 04, 2022 ONLINE

3539 Howard Way (61-01533)

traded.co/property/los-angeles/sold/353...

Traded

Explore recent commercial real estate transactions, learn more about the the players involved, and network along the way!

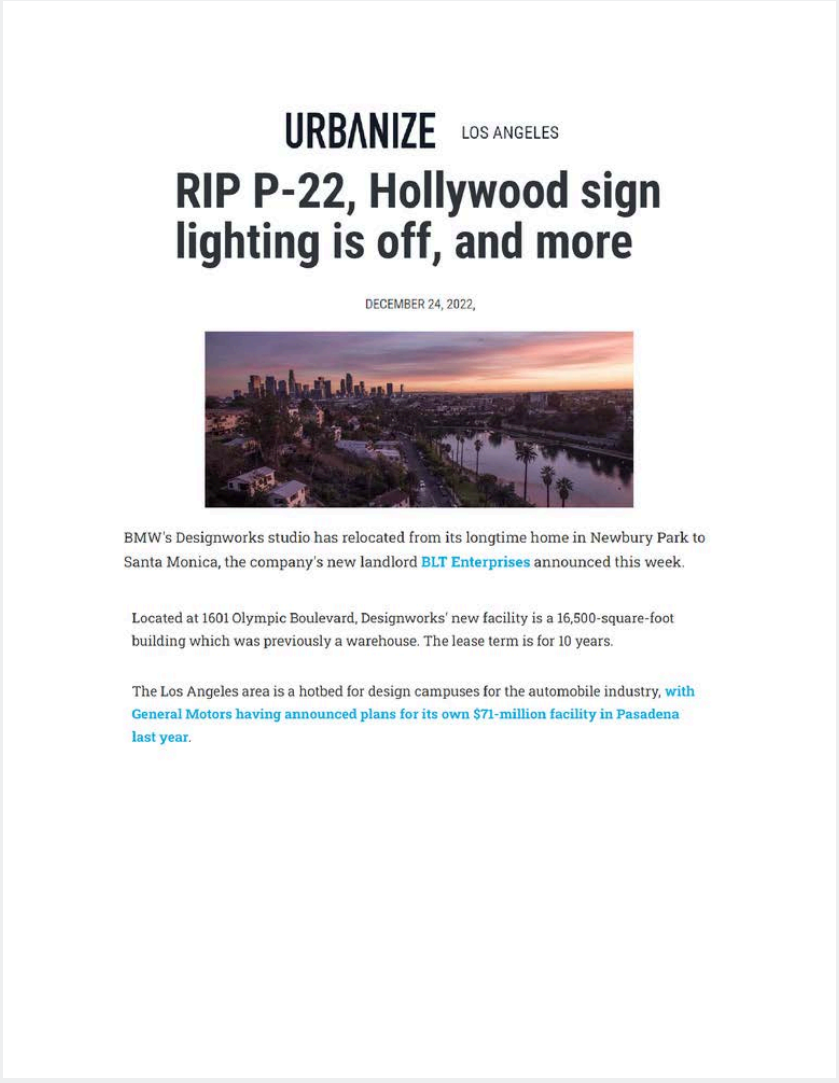


September 02, 2022 ONLINE

621 Hawaii Street (61-01533)

traded.co/property/los-angeles/sold/621-...

Urbanize LA



URBANIZE LOS ANGELES

RIP P-22, Hollywood sign lighting is off, and more

DECEMBER 24, 2022,

BMW's Designworks studio has relocated from its longtime home in Newbury Park to Santa Monica, the company's new landlord BLT Enterprises announced this week.

Located at 1601 Olympic Boulevard, Designworks' new facility is a 16,500-square-foot building which was previously a warehouse. The lease term is for 10 years.

The Los Angeles area is a hotbed for design campuses for the automobile industry, with General Motors having announced plans for its own $71-million facility in Pasadena last year.

December 24, 2022 ONLINE

Ubranize LA (61-02583)

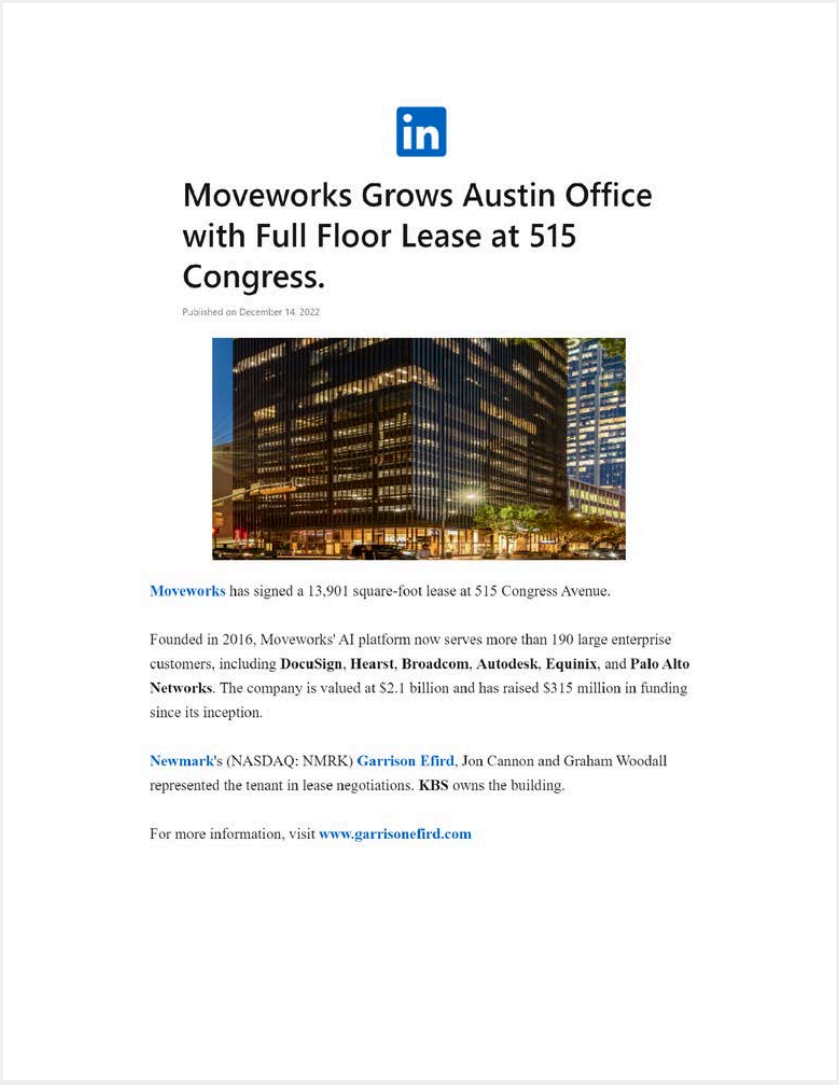
la.urbanize.city/post/weekly-headlines-de...

Monthly Visits **57K**

Monthly Visits

LinkedIn

750 million+ members | Manage your professional identity. Build and engage with your professional network. Access knowledge, insights and opportunities.



Moveworks Grows Austin Office with Full Floor Lease at 515 Congress.

Published on December 14, 2022

Moveworks has signed a 13,901 square-foot lease at 515 Congress Avenue.

Founded in 2016, Moveworks' AI platform now serves more than 190 large enterprise customers, including **DocuSign**, **Hearst**, **Broadcom**, **Autodesk**, **Equinix**, and **Palo Alto Networks**. The company is valued at $2.1 billion and has raised $315 million in funding since its inception.

Newmark's (NASDAQ: NMRK) **Garrison Efird**, Jon Cannon and Graham Woodall represented the tenant in lease negotiations. **KBS** owns the building.

For more information, visit **www.garrisonefird.com**

December 14, 2022 ONLINE

LinkedIn (56-000)

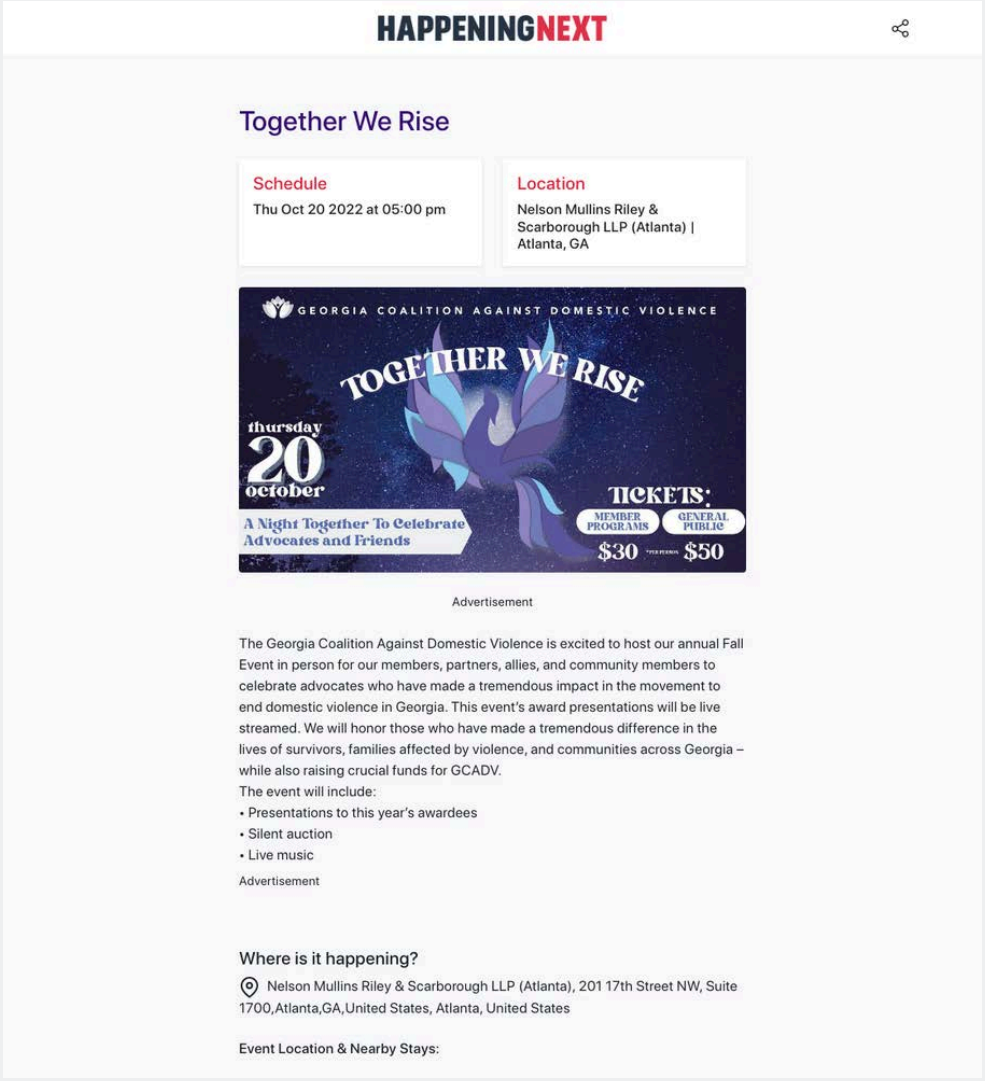
linkedin.com/pulse/moveworks-grows-au...

Monthly Visits **303M**

Monthly Visits

Happening Next

Events & Festivals HappeningNext, Explore what's happening next, right next to you.



HAPPENINGNEXT

Together We Rise

Schedule
Thu Oct 20 2022 at 05:00 pm

Location
Nelson Mullins Riley & Scarborough LLP (Atlanta) | Atlanta, GA

Advertisement

The Georgia Coalition Against Domestic Violence is excited to host our annual Fall Event in person for our members, partners, allies, and community members to celebrate advocates who have made a tremendous impact in the movement to end domestic violence in Georgia. This event's award presentations will be live streamed. We will honor those who have made a tremendous difference in the lives of survivors, families affected by violence, and communities across Georgia – while also raising crucial funds for GCADV.

The event will include:

- Presentations to this year's awardees
- Silent auction
- Live music

Advertisement

Where is it happening?

Nelson Mullins Riley & Scarborough LLP (Atlanta), 201 17th Street NW, Suite 1700,Atlanta,GA,United States, Atlanta, United States

Event Location & Nearby Stays:

October 20, 2022 ONLINE

Happening Next (56-000)

happeningnext.com/event/together-we-ri...

Monthly Visits **90.5K**

Monthly Visits

SmallCapAsia

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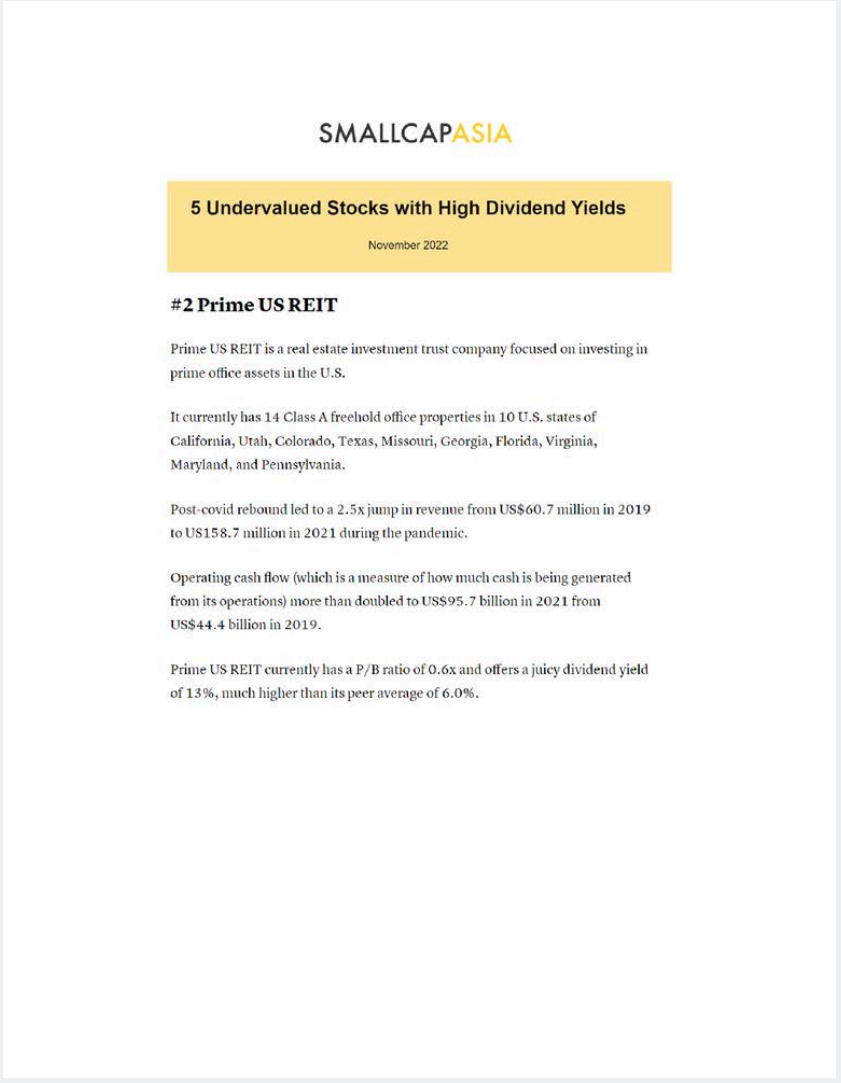


SMALLCAPASIA

5 Undervalued Stocks with High Dividend Yields

November 2022

#2 Prime US REIT

Prime US REIT is a real estate investment trust company focused on investing in prime office assets in the U.S.

It currently has 14 Class A freehold office properties in 10 U.S. states of California, Utah, Colorado, Texas, Missouri, Georgia, Florida, Virginia, Maryland, and Pennsylvania.

Post-covid rebound led to a 2.5x jump in revenue from US$60.7 million in 2019 to US158.7 million in 2021 during the pandemic.

Operating cash flow (which is a measure of how much cash is being generated from its operations) more than doubled to US$95.7 billion in 2021 from US$44.4 billion in 2019.

Prime US REIT currently has a P/B ratio of 0.6x and offers a juicy dividend yield of 13%, much higher than its peer average of 6.0%.

November 13, 2022 ONLINE

SmallCapAsia (56-000)

smallcapasia.com/5-undervalued-stocks-...

Monthly Visits **30.3K**

Monthly Visits

News-Press

The News-Press | Southwest Florida news, community, entertainment, yellow pages and classifieds. Serving Southwest Florida, Florida | news-press.com

News-Press.

Nov. 24, 2022

The Nines

The Nines is all about luxury and comfort
THE NINES

Located in the historic Meier & Frank Building, this luxury hotel is such a cozy place to hole up for a few days. If you can bear to leave your beautifully-appointed room, there are lots of comfy spots to explore, such as the library – filled with floor-to-ceiling bookshelves – and an indoor atrium surrounded by art.

November 24, 2022 ONLINE

News Press (56-000)

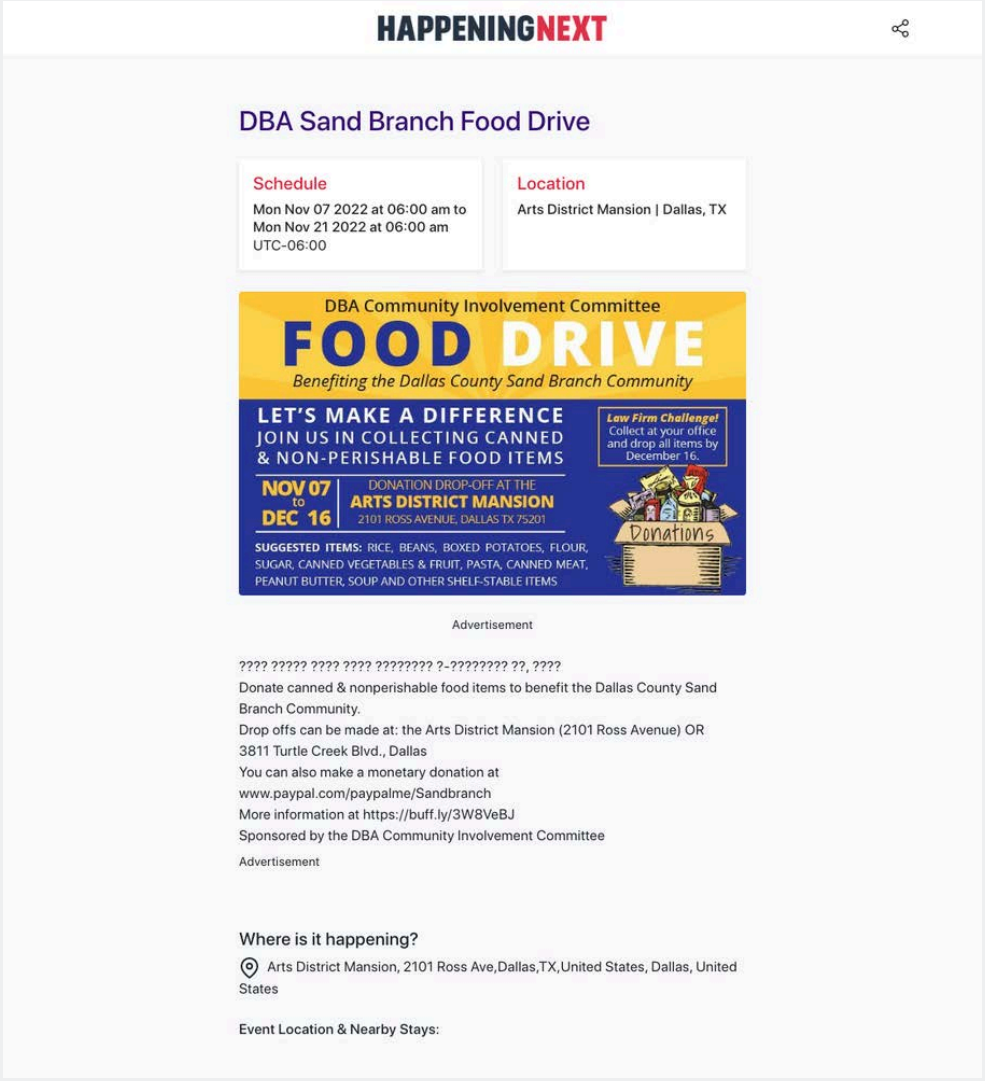
news-press.com/story/travel/10best/2022...

Monthly Visits **3.7K**

Monthly Visits

Happening Next

Events & Festivals HappeningNext, Explore what's happening next, right next to you.



November 07, 2022 ONLINE

Happening Next (56-000)

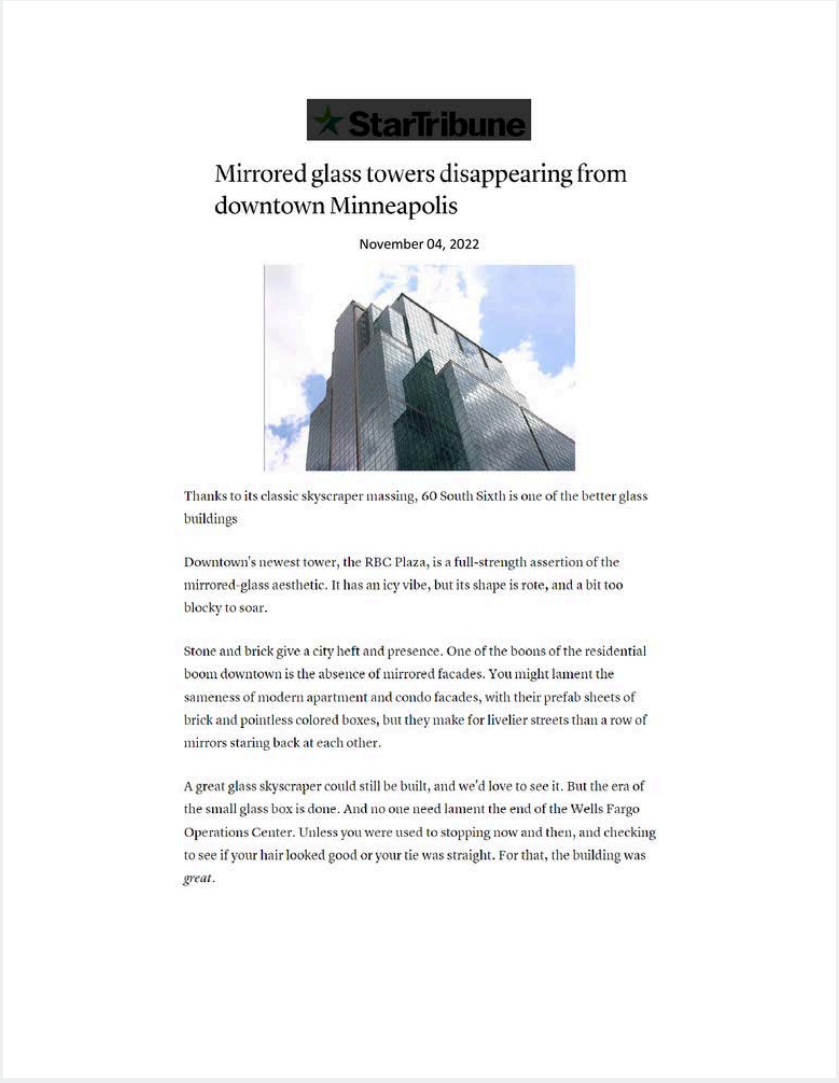
happeningnext.com/event/dba-sand-bran...

Monthly Visits **909K**

Monthly Visits

Star Tribune

Follow the StarTribune for the news, photos and videos from the Twin Cities and beyond.



StarTribune

Mirrored glass towers disappearing from downtown Minneapolis

November 04, 2022

Thanks to its classic skyscraper massing, 60 South Sixth is one of the better glass buildings

Downtown's newest tower, the RBC Plaza, is a full-strength assertion of the mirrored-glass aesthetic. It has an icy vibe, but its shape is rote, and a bit too blocky to soar.

Stone and brick give a city heft and presence. One of the boons of the residential boom downtown is the absence of mirrored facades. You might lament the sameness of modern apartment and condo facades, with their prefab sheets of brick and pointless colored boxes, but they make for livelier streets than a row of mirrors staring back at each other.

A great glass skyscraper could still be built, and we'd love to see it. But the era of the small glass box is done. And no one need lament the end of the Wells Fargo Operations Center. Unless you were used to stopping now and then, and checking to see if your hair looked good or your tie was straight. For that, the building was *great*.

November 04, 2022 ONLINE

StarTribune (56-000)

startribune.com/few-will-be-blue-as-mirror...

Monthly Visits **780K**

Monthly Visits

StarTribune

Date: Saturday, November 05, 2022
Location: MINNEAPOLIS, MN
Circulation (DMA): 260,975 (14)
Type (Frequency): Newspaper (D)
Page: E1,E2
Section: Variety
Keyword: RBC Plaza

STREETSCAPES

Bid farewell to the blue glass building

Few will miss the age of nondescript buildings of mirror blue glass.

By JAMES LILEKS
james.lileks@startribune.com

Tastes change. It's entirely possible that some future account of the lost architecture of downtown Minneapolis will mourn the loss of the Wells Fargo Operations Center (255 2nd Av. S.). Its plain blue glass facade might be hailed as a work of pure abstraction, challenging the world with its own reflection.

But probably not.

When it's torn down for the Harmonia housing, office and retail development, it's likely that no one will show up and wipe away a tear. It was praised when it was built in 1979, perhaps because downtown needed a boost, and this four-story diagonal nonentity was better than a parking lot. Still, why would anyone get excited over a refugee from a suburban office park?

Blame the IDS, perhaps.

Before the beloved 55-story tower went up in 1972, downtown was mostly stone and brick, with some dreary examples of postwar modernism.

The most interesting building was the First National Bank, now the Canadian Pacific Plaza building (120 S. 6th St.), a crisp iteration of the corporate style popular in New York and other big cities. The rest of the crop was emotionally stunted: the drab River Towers condos near Hennepin and Washington avenues, the blocky boredom of the demolished Sheraton-Ritz Hotel. The Northwestern National Life Insurance building (now Voya Financial 20 Washington) has some classical swank, but it's the exception.

See STREETSCAPES on E2 ▸

The IDS wasn't just impressive for its height, but its cladding: seemingly uninterrupted glass. It was the epitome of the skyscraper. The serrated corners cinched the building as it rose, and the dark cap seemed to terminate it at the best possible height. From one angle, it was thin and graceful, from another, broad and strong.

But Minneapolis wasn't the only city having a big mirrored-glass skyscraper. Everyone got one. For a while blue mirrored glass was all the rage. But different hues were experimented with. In Bloomington, the Control Data Corp. building was clad in a coppery-red hue that still looks impressive, particularly when ignited by a summer sunset. In Pittsburgh, Philip Johnson designed the PPG Place with Gothic elements expressed in brown glass.

But for the most part, glass buildings were blue. An inoffensive hue. The color of sky and water.

In the years after the IDS was built, a series of small blue wannabes appeared in downtown Minneapolis. On Nicollet Avenue, a few steps in from 6th Street, there was a six-story building with a facade that projected out in blue bay windows. It looked like a shard that fell off the IDS, and had nothing to do with any of its neighbors. It was demolished in 1999 for a 31-story tower at 50 S. 6th St. — a good trade. At the other end of Nicollet (1221) there was another blue box, now demolished and remembered fondly by few.

We still have Plaza VII, now PwC Plaza, a glass tower that rises from a base of pink stone, steps back and culminates in a pediment made of blue mirrored glass. Not bad.

Across the street from Plaza VII is another mirrored-glass tower, the Minneapolis Marriott City Center. It's the most interesting part of the otherwise lamentable City Center. It leavens the oppressiveness of the block-straddling bunker with its weightlessness, and provides a sharp-edged rebuke to the unforgivable 33 South Sixth. Of all the mirrored-glass buildings downtown, it might be the best companion to the IDS, simply because its shape is unusual and assertive.

The mirrored-glass style may have brought new life to moribund skylines, but the buildings ended up as solipsistic statements, uninterested in engaging with their neighbors.

Luckily, the building boom of the 1980s and '90s returned to stone and classic styles, such as the Wells Fargo Center at 90 S. 7th Street. But mirrored glass seems like it will never completely go away.

Downtown's newest tower, the RBC Plaza, is a full-strength assertion of the mirrored-glass aesthetic. It has an icy vibe, but its shape is rote, and a bit too blocky to soar.

Stone and brick give a city heft and presence. One of the boons of the residential boom downtown is the absence of mirrored facades. You might lament the sameness of mod-

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VN-212
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November 05, 2022 PRINT

StarTribune (56-000)

Monthly Visits **261K**

Monthly Visits

StarTribune

Date: Saturday, November 05, 2022
Location: MINNEAPOLIS, MN
Circulation (DMA): 260,975 (14)
Type (Frequency): Newspaper (D)
Page: E1,E2
Section: Variety
Keyword: RBC Plaza

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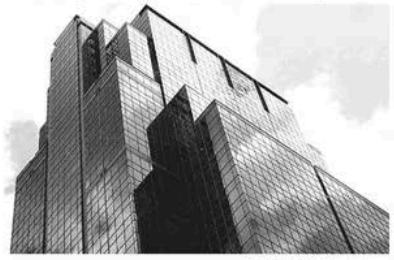
James Lileks • 612-673-7858
Twitter: @Lileks

JAMES LILEKS • Star Tribune

VANISHING SOON: The Wells Fargo Operations Center will morph into Harmonia, a three-tower complex.



JAMES LILEKS • Star Tribune

Thanks to its classic skyscraper massing, 60 South Sixth is one of the better glass buildings.

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StarTribune

Date: Saturday, November 05, 2022
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Type (Frequency): Newspaper (D)
Page: E1,E2
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Keyword: RBC Plaza

DAVID JOLES • david.joles@startribune.com

The now-demolished 1221 building was located on the southern end of the Nicollet Mall.

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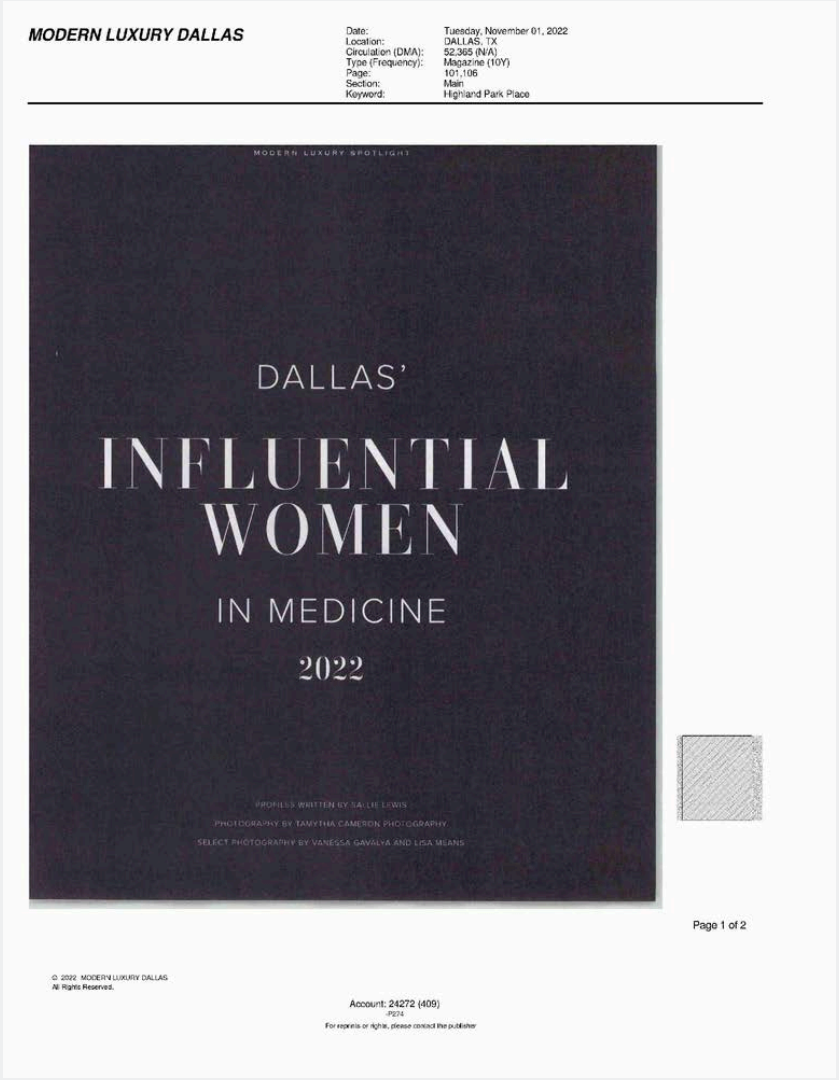
Modern Luxury Dallas Magazine



MODERN LUXURY DALLAS

Date: Tuesday, November 01, 2022
Location: DALLAS, TX
Circulation (DMA): 52,365 (N/A)
Type (Frequency): Magazine (10Y)
Page: 101,106
Section: Main
Keyword: Highland Park Place

MODERN LUXURY SPOTLIGHT

DALLAS'

INFLUENTIAL WOMEN

IN MEDICINE

2022

PROFILES WRITTEN BY SALLIE LEWIS

PHOTOGRAPHY BY TAMYTHA CAMERON PHOTOGRAPHY

SELECT PHOTOGRAPHY BY VANESSA GAVALYA AND LISA MEANS

Page 1 of 2

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November 01, 2022 PRINT

Modern Luxury Dallas (56-000)

Monthly Visits **52.4K**

Monthly Visits

MODERN LUXURY DALLAS

Date: Tuesday, November 01, 2022
Location: DALLAS, TX
Circulation (DMA): 52,365 (N/A)
Type (Frequency): Magazine (10Y)
Page: 101,106
Section: Main
Keyword: Highland Park Place

MODERN LUXURY SPOTLIGHT

INFLUENTIAL WOMEN IN MEDICINE

ADEAN KINGSTON, MD

For Dr. Adean Kingston, every day at her boutique dermatology clinic in Knox Henderson is different than the next. Typically, she sees a daily average of thirty patients with appointments ranging from full-body skin cancer exams to acne follow-ups, cosmetic procedures and surgery. "Every day is varied which keeps it interesting," explains Dr. Kingston, who owns and operates Adean Kingston, MD, PLLC. "Dermatology is a field of medicine that truly fits my personality and interests as a female physician." Today, the Board-Certified Dermatologist, who specializes in both Cosmetic and Medical Dermatology, says teamwork is the cornerstone of her success thus far. "Patients love the quality and skillset of my staff and appreciate being seen by an MD rather than a physician extender," she shares. "I always strive for quality over quantity and hope that my patients feel we did our best to help them." Though originally from the Northeast, Dr. Kingston has fully-embraced her life in Dallas since moving here twenty years ago. She's even developed friendships with many of her patients who live and work in the area. "This community is just full of wonderful, exciting people and I am fortunate to be a part of it." Outside of work, Dr. Kingston is an avid supporter of cat rescue initiatives in the DFW area. Every week, she feeds homeless cats across thirteen colonies and works hard to get the ones rescued into loving homes. "I always share stories about the kitties with my patients—and many have adopted them," she says. "It is very rewarding to help."

"I ALWAYS STRIVE FOR QUALITY OVER QUANTITY AND HOPE THAT MY PATIENTS FEEL WE DID OUR BEST TO HELP THEM."

Photographed by Tanyna Clayton Photography

ADEAN KINGSTON, MD, PLLC 4514 COLE AVENUE, SUITE 910 DALLAS, TX 75205 214.420.3376
ADEANKINGSTONDERMATOLOGY.COM

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Smartkarma

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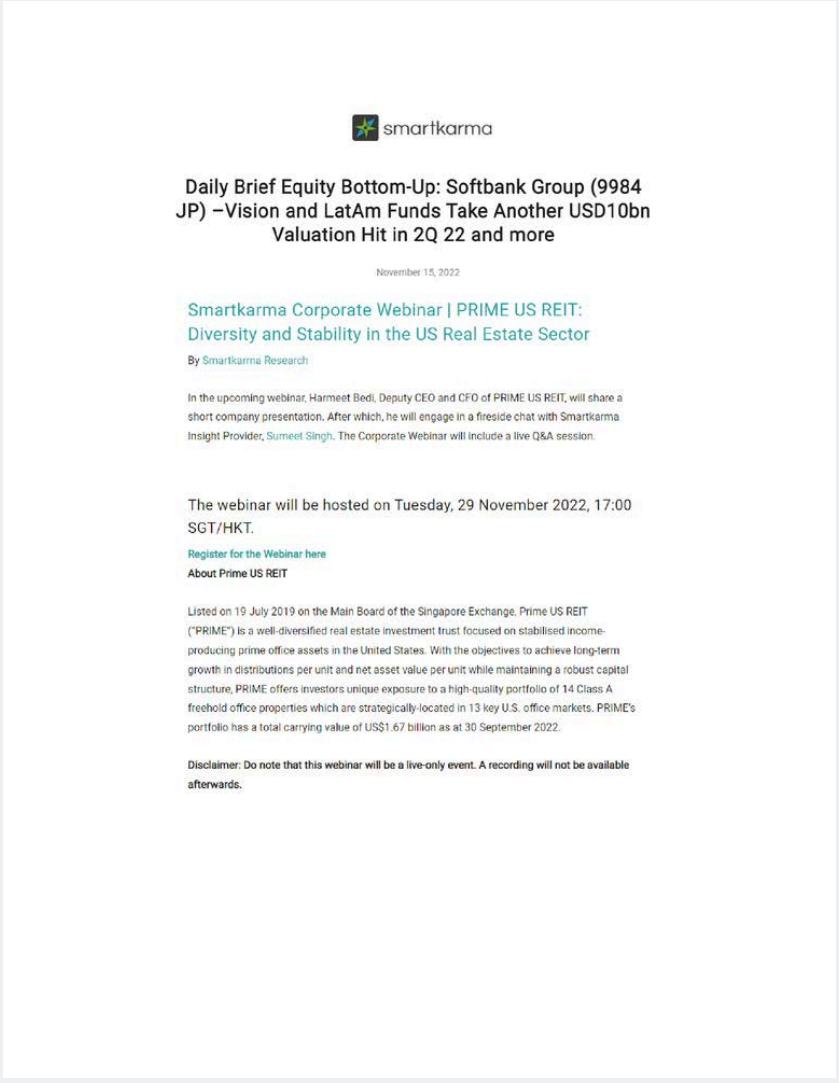


smartkarma

Daily Brief Equity Bottom-Up: Softbank Group (9984 JP) –Vision and LatAm Funds Take Another USD10bn Valuation Hit in 2Q 22 and more

November 15, 2022

Smartkarma Corporate Webinar | PRIME US REIT: Diversity and Stability in the US Real Estate Sector

By Smartkarma Research

In the upcoming webinar, Harmeet Bedi, Deputy CEO and CFO of PRIME US REIT, will share a short company presentation. After which, he will engage in a fireside chat with Smartkarma Insight Provider, Sumeet Singh. The Corporate Webinar will include a live Q&A session.

The webinar will be hosted on Tuesday, 29 November 2022, 17:00 SGT/HKT.

Register for the Webinar here

About Prime US REIT

Listed on 19 July 2019 on the Main Board of the Singapore Exchange, Prime US REIT ("PRIME") is a well-diversified real estate investment trust focused on stabilised income-producing prime office assets in the United States. With the objectives to achieve long-term growth in distributions per unit and net asset value per unit while maintaining a robust capital structure, PRIME offers investors unique exposure to a high-quality portfolio of 14 Class A freehold office properties which are strategically-located in 13 key U.S. office markets. PRIME's portfolio has a total carrying value of US$1.67 billion as at 30 September 2022.

Disclaimer: Do note that this webinar will be a live-only event. A recording will not be available afterwards.

November 15, 2022 ONLINE

Smartkarma (56-000)

smartkarma.com/home/daily-briefs/daily-...

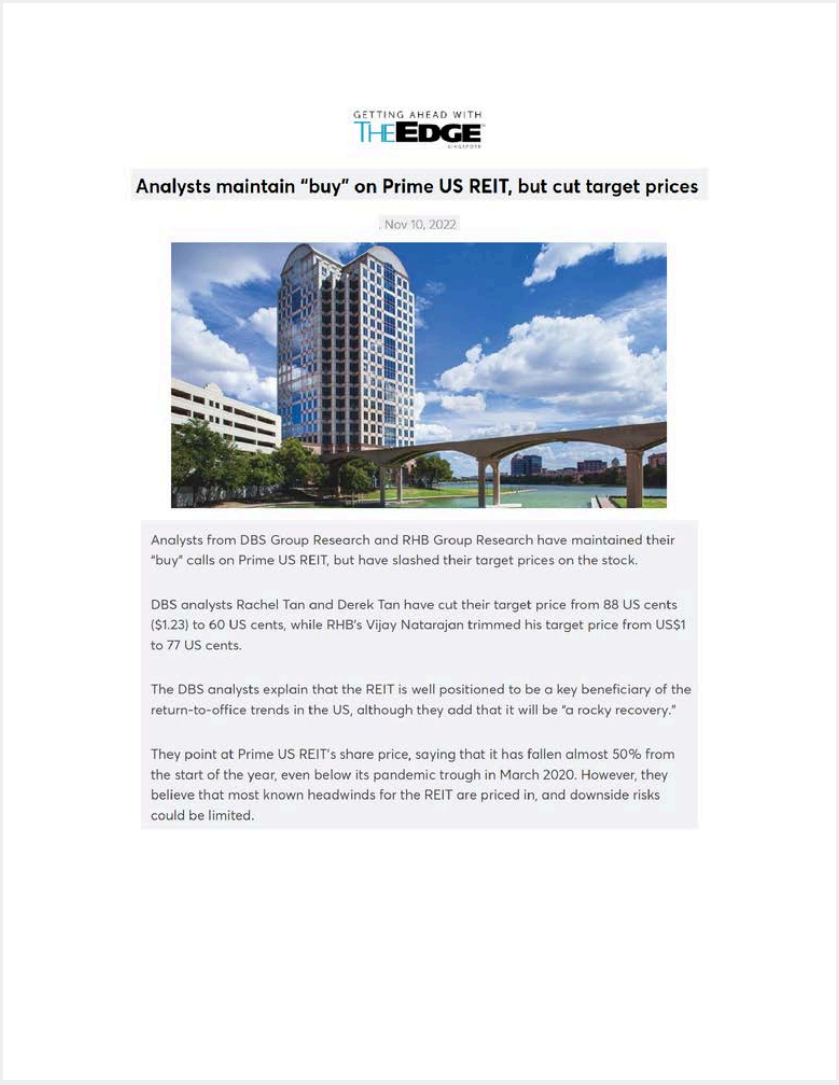
Monthly Visits **39.6K**

Monthly Visits

November 10, 2022 ONLINE

The Edge Singapore (56-000)

theedgesingapore.com/capital/brokers-c...



GETTING AHEAD WITH THEEDGE

Analysts maintain "buy" on Prime US REIT, but cut target prices

Nov 10, 2022

Analysts from DBS Group Research and RHB Group Research have maintained their "buy" calls on Prime US REIT, but have slashed their target prices on the stock.

DBS analysts Rachel Tan and Derek Tan have cut their target price from 88 US cents ($1.23) to 60 US cents, while RHB's Vijay Natarajan trimmed his target price from US$1 to 77 US cents.

The DBS analysts explain that the REIT is well positioned to be a key beneficiary of the return-to-office trends in the US, although they add that it will be "a rocky recovery."

They point at Prime US REIT's share price, saying that it has fallen almost 50% from the start of the year, even below its pandemic trough in March 2020. However, they believe that most known headwinds for the REIT are priced in, and downside risks could be limited.

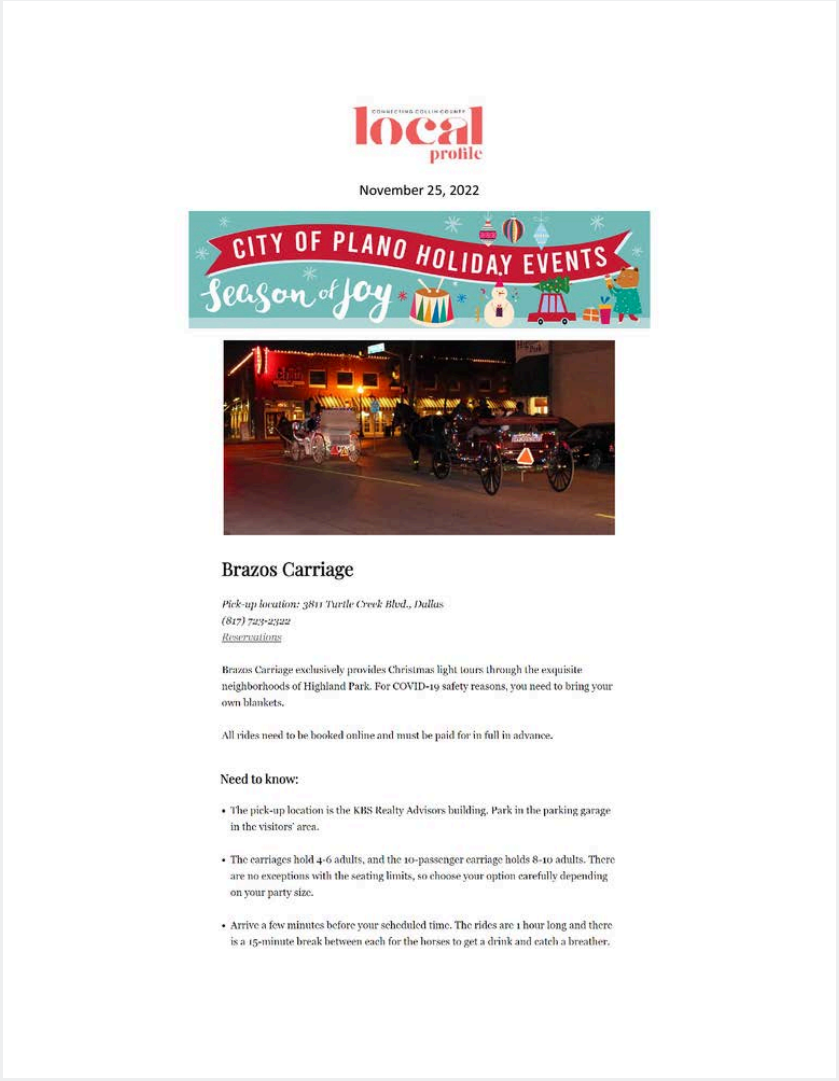
Monthly Visits

14K

Monthly Visits

Local Profile

Our Partner Content



local profile

November 25, 2022

CITY OF PLANO HOLIDAY EVENTS

Season of Joy

Brazos Carriage

Pick-up location: 3811 Turtle Creek Blvd., Dallas
(817) 729-2922
Reservations

Brazos Carriage exclusively provides Christmas light tours through the exquisite neighborhoods of Highland Park. For COVID-19 safety reasons, you need to bring your own blankets.

All rides need to be booked online and must be paid for in full in advance.

Need to know:

- The pick-up location is the KBS Realty Advisors building. Park in the parking garage in the visitors' area.
- The carriages hold 4-6 adults, and the 10-passenger carriage holds 8-10 adults. There are no exceptions with the seating limits, so choose your option carefully depending on your party size.
- Arrive a few minutes before your scheduled time. The rides are 1 hour long and there is a 15-minute break between each for the horses to get a drink and catch a breather.

November 25, 2022 ONLINE

Local Profile (56-000)

localprofile.com/2022/11/25/guide-holida...

Monthly Visits **260**

Monthly Visits

Smartkarma

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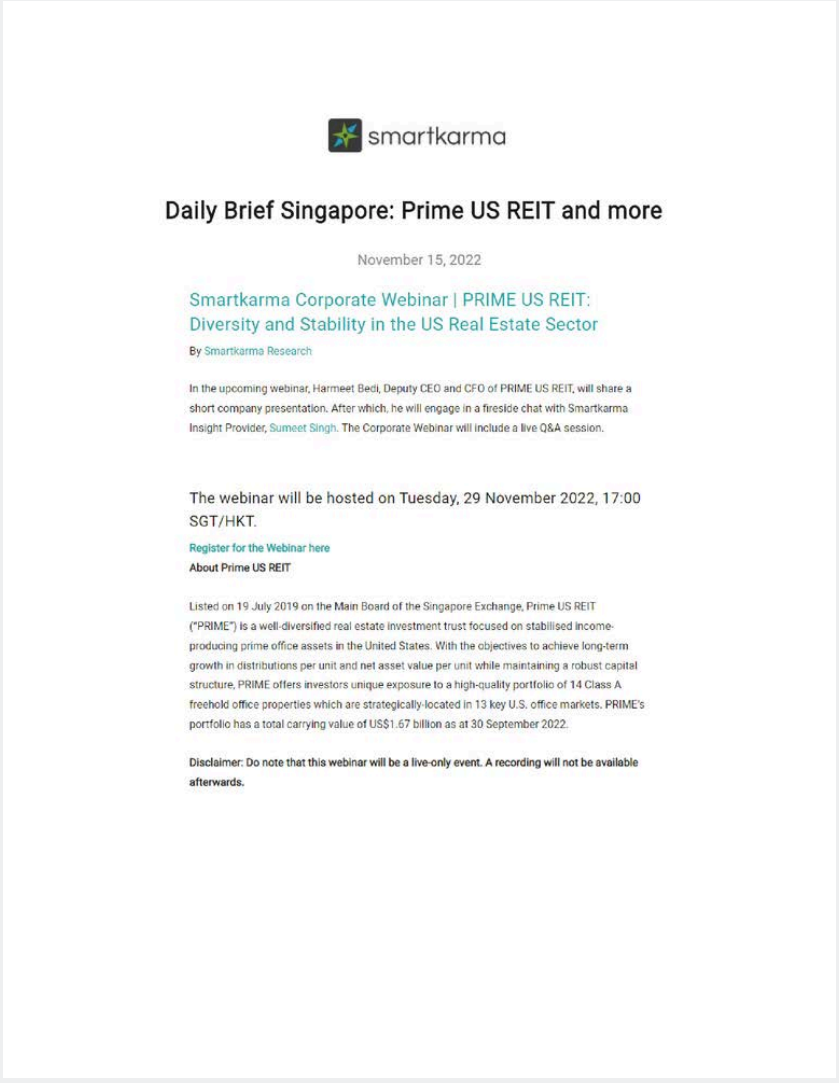

smartkarma

Daily Brief Singapore: Prime US REIT and more

November 15, 2022

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Register for the Webinar here

About Prime US REIT

Listed on 19 July 2019 on the Main Board of the Singapore Exchange, Prime US REIT ("PRIME") is a well-diversified real estate investment trust focused on stabilised income-producing prime office assets in the United States. With the objectives to achieve long-term growth in distributions per unit and net asset value per unit while maintaining a robust capital structure, PRIME offers investors unique exposure to a high-quality portfolio of 14 Class A freehold office properties which are strategically-located in 13 key U.S. office markets. PRIME's portfolio has a total carrying value of US$1.67 billion as at 30 September 2022.

Disclaimer: Do note that this webinar will be a live-only event. A recording will not be available afterwards.

November 15, 2022 ONLINE

Smartkarma (56-000)

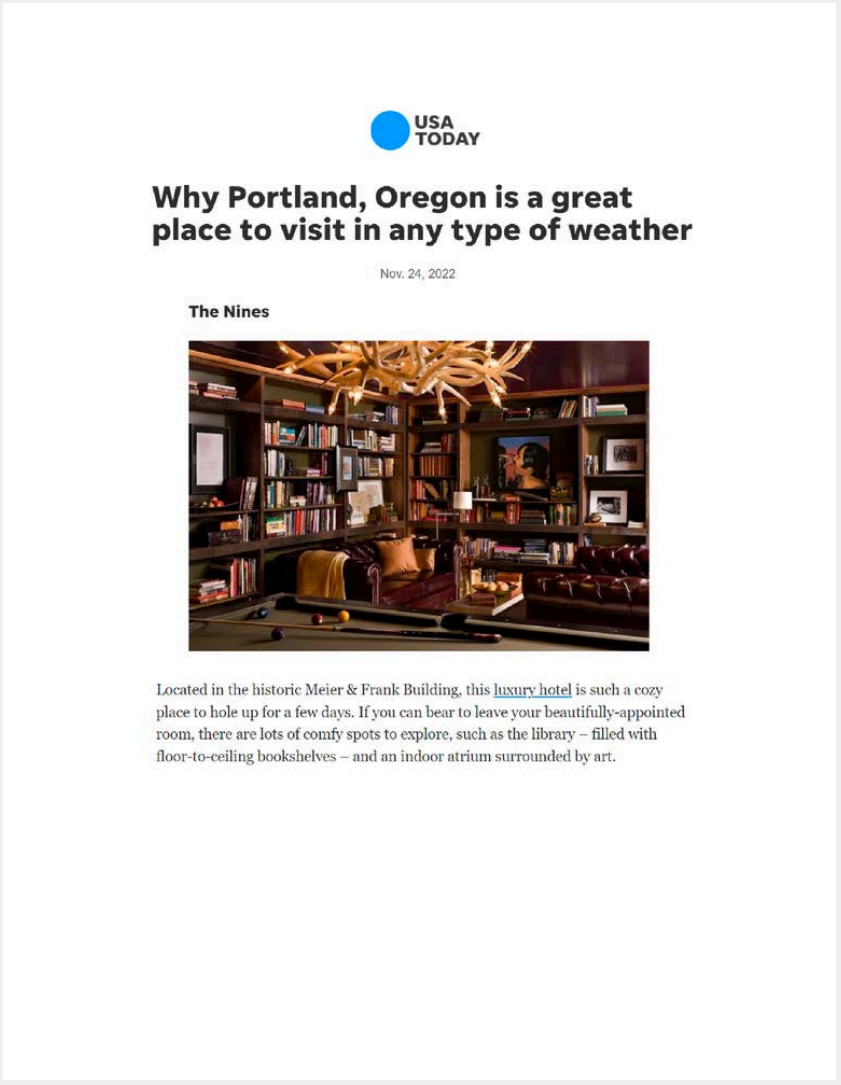
smartkarma.com/home/daily-briefs/daily-...

Monthly Visits **39.6K**

Monthly Visits

USA TODAY

USA TODAY delivers current national and local news, sports, entertainment, finance, technology, and more through award-winning journalism, photos, and videos.



USA TODAY

Why Portland, Oregon is a great place to visit in any type of weather

Nov. 24, 2022

The Nines

Located in the historic Meier & Frank Building, this luxury hotel is such a cozy place to hole up for a few days. If you can bear to leave your beautifully-appointed room, there are lots of comfy spots to explore, such as the library – filled with floor-to-ceiling bookshelves – and an indoor atrium surrounded by art.

November 24, 2022 ONLINE

USA Today (56-000)

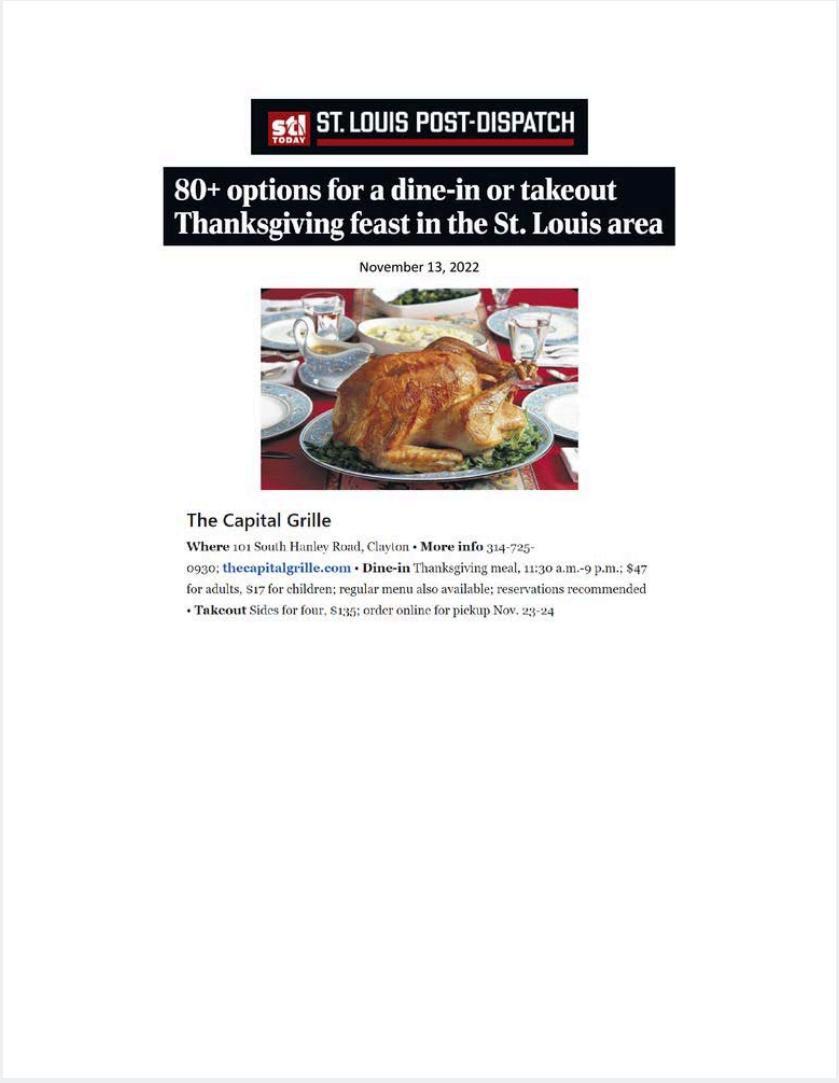
usatoday.com/story/travel/10best/2022/11...

Monthly Visits **8.54M**

Monthly Visits

St. Louis Post-Dispatch

St Louis news source: Latest St. Louis City and County news from the St. Louis Post-Dispatch & STLtoday.com. Headlines on local weather, entertainment and events.



ST. LOUIS POST-DISPATCH

80+ options for a dine-in or takeout Thanksgiving feast in the St. Louis area

November 13, 2022

The Capital Grille

Where 101 South Hanley Road, Clayton • **More info** 314-725-0930; thecapitalgrille.com • **Dine-in** Thanksgiving meal, 11:30 a.m.-9 p.m.; $47 for adults, $17 for children; regular menu also available; reservations recommended • **Takeout** Sides for four, $135; order online for pickup Nov. 23-24

November 13, 2022 ONLINE

St. Louis Post-Dispatch (56-000)

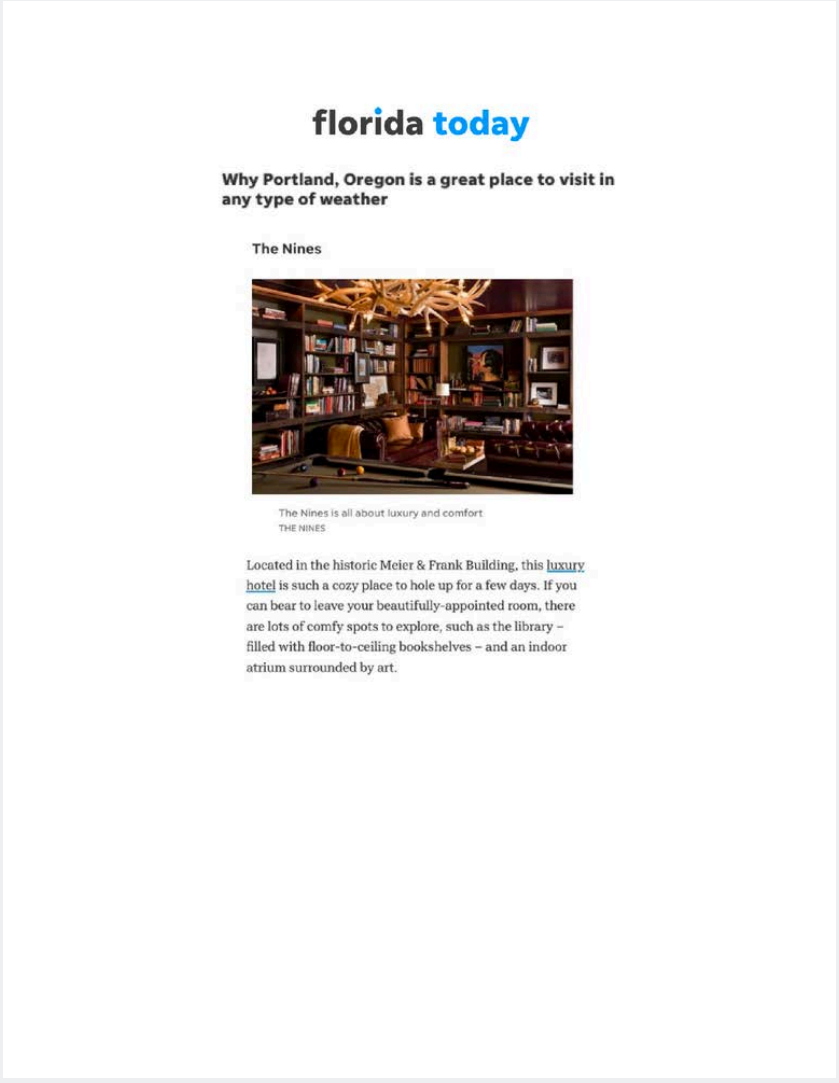
stltoday.com/entertainment/dining/restau...

Monthly Visits **470K**

Monthly Visits

Florida Today

Space Coast?s trusted breaking news: central Florida, Brevard County, Melbourne, Palm Bay, Cocoa Beach, Titusville, space, NASA, crime, sports, entertainment



florida today

Why Portland, Oregon is a great place to visit in any type of weather

The Nines

The Nines is all about luxury and comfort
THE NINES

Located in the historic Meier & Frank Building, this luxury hotel is such a cozy place to hole up for a few days. If you can bear to leave your beautifully-appointed room, there are lots of comfy spots to explore, such as the library – filled with floor-to-ceiling bookshelves – and an indoor atrium surrounded by art.

November 24, 2022 ONLINE

Florida Today (56-000)

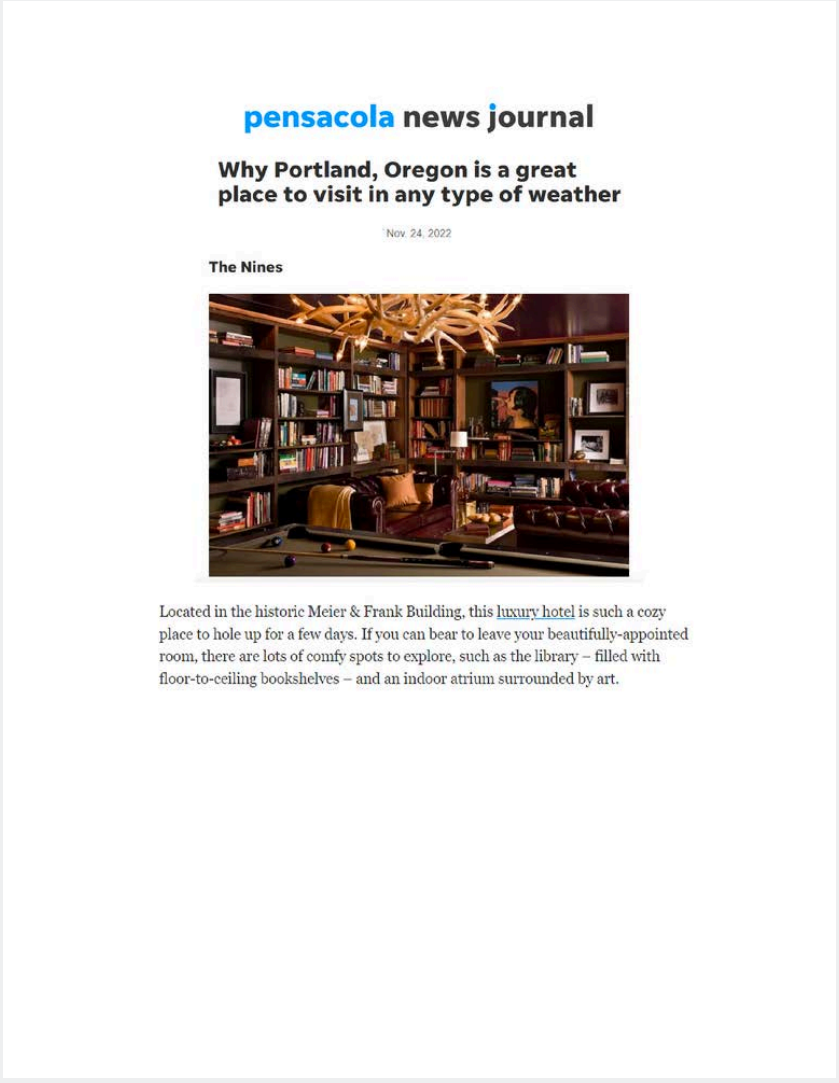
floridatoday.com/story/travel/10best/2022...

Monthly Visits **5.15K**

Monthly Visits

Pensacola News Journal

Pensacola Florida - Home - pnj.com is the home page of the Pensacola News Journal with in-depth local news, sports, entertainment, community news, opinion and...



pensacola news journal

Why Portland, Oregon is a great place to visit in any type of weather

Nov. 24, 2022

The Nines

Located in the historic Meier & Frank Building, this luxury hotel is such a cozy place to hole up for a few days. If you can bear to leave your beautifully-appointed room, there are lots of comfy spots to explore, such as the library – filled with floor-to-ceiling bookshelves – and an indoor atrium surrounded by art.

November 24, 2022 ONLINE

Pensacola News Journal (56-000)

pnj.com/story/travel/10best/2022/11/24/w...

Monthly Visits **117**

Monthly Visits

St. Louis Magazine

ST. LOUIS MAGAZINE

Date: Tuesday, November 01, 2022
Location: ST. LOUIS, MO
Circulation (DMA): 41,585 (N/A)
Type (Frequency): Magazine (M)
Page: 92
Section: Main
Keyword: 101 South Hanley

Consistently Providing Outstanding Results for Injury Victims for 30 Years

Holland Injury Law

Tested. Trusted. Tenacious. Whether helping victims fight their way through the insurance company maze or ensuring they receive timely and appropriate medical care, the lawyers at Holland Injury Law are always available to answer questions. Backed by an exceptionally strong team, Holland Injury Law offers big-firm, state-of-the-art technology coupled with small-firm, personal support and guidance. The firm has been featured on local TV stations including KSDK, KMOV, and *Fox 2 News* for their work with high-profile personal injury cases.

Bill Holland has been recognized as a Missouri Kansas Super Lawyer, a National Trial Lawyer Top 100 Lawyer, and a Fellow of the Litigation Counsel of America. Holland has personally recovered more than $175 million for his clients. Clients appreciate his passion: "I will always be grateful for William Holland and highly recommend him to anyone in need of a caring and professional attorney. William worked tirelessly on my wrongful death case and helped me through the most difficult challenge of my life."

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Page 1 of 1

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Account: 24272 (400)

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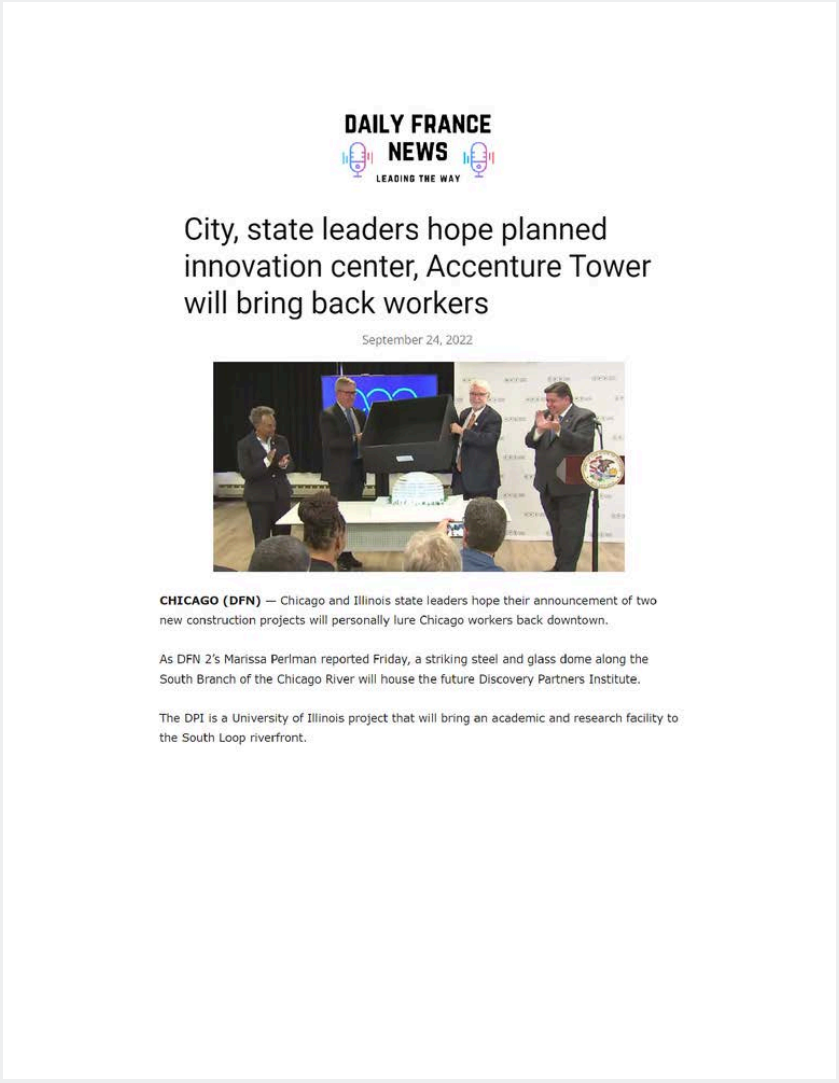
November 01, 2022 PRINT

St. Louis Magazine (56-000)

Monthly Visits **41.6K**

Monthly Visits

Daily France News



DAILY FRANCE NEWS
LEADING THE WAY

City, state leaders hope planned innovation center, Accenture Tower will bring back workers

September 24, 2022

CHICAGO (DFN) — Chicago and Illinois state leaders hope their announcement of two new construction projects will personally lure Chicago workers back downtown.

As DFN 2's Marissa Perlman reported Friday, a striking steel and glass dome along the South Branch of the Chicago River will house the future Discovery Partners Institute.

The DPI is a University of Illinois project that will bring an academic and research facility to the South Loop riverfront.

September 24, 2022 ONLINE

Daily France News (56-000)

dailyfrancenews.com/city-state-leaders-h...

Monthly Visits **3.72K**

Monthly Visits

Planet Concerns

Besides, those reserves should be squirreled away against possible further downturns. That’s because the real danger here is the high degree of uncertainty at the heart of th...

PLANET CONCERNS

City, state leaders hope planned Discovery Partners Institute, rededicated Accenture Tower will bring workers back

Sep 24, 2022

CHICAGO (CBS) — Chicago city and Illinois state leaders are hoping their announcement of two new building projects will lure Chicago workers back downtown in person.

As CBS 2's Marissa Perlman reported Friday, a striking dome of steel and glass along the South Branch of the Chicago River will house the future Discovery Partners Institute.

September 24, 2022 ONLINE

Planet Concerns (56-000)

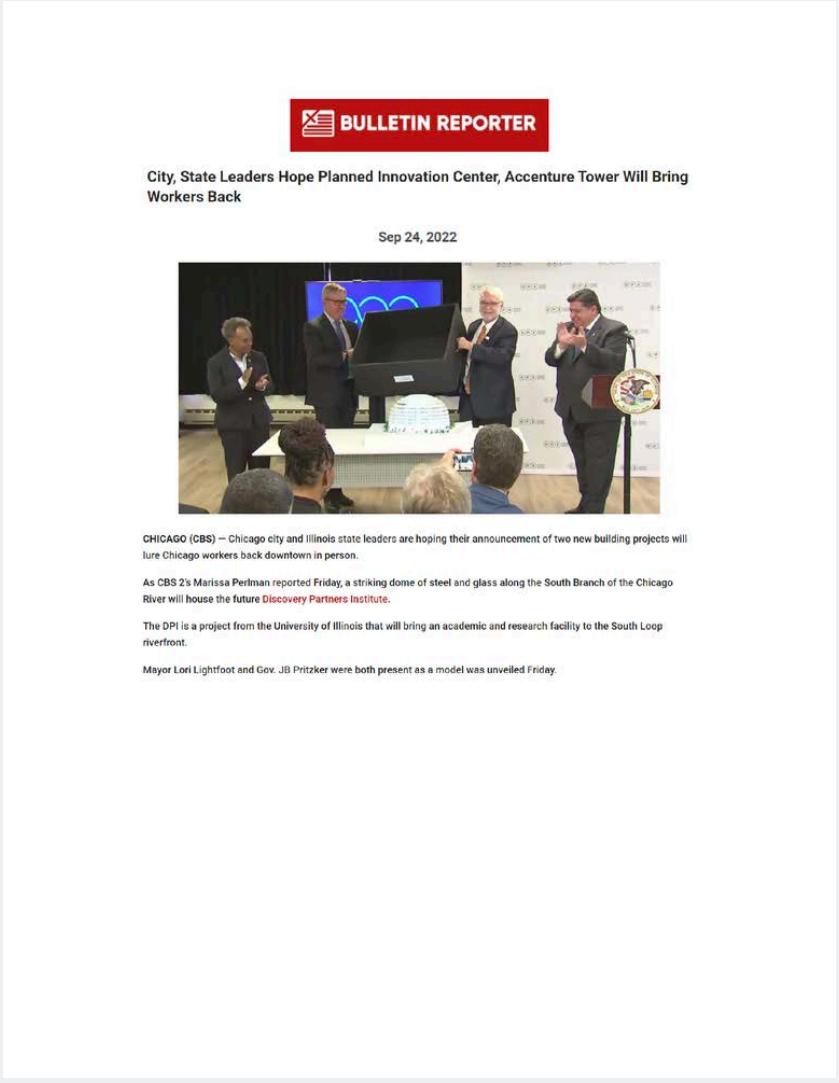
planetconcerns.com/city-state-leaders-ho...

Monthly Visits **24.8K**

Monthly Visits

Bulletin Reporter

The Tour Championship is the last of four FedEx Cup play-off events that determine the season long champion on the PGA



BULLETIN REPORTER

City, State Leaders Hope Planned Innovation Center, Accenture Tower Will Bring Workers Back

Sep 24, 2022

CHICAGO (CBS) -- Chicago city and Illinois state leaders are hoping their announcement of two new building projects will lure Chicago workers back downtown in person.

As CBS 2's Marissa Perlman reported Friday, a striking dome of steel and glass along the South Branch of the Chicago River will house the future Discovery Partners Institute.

The DPI is a project from the University of Illinois that will bring an academic and research facility to the South Loop riverfront.

Mayor Lori Lightfoot and Gov. JB Pritzker were both present as a model was unveiled Friday.

September 24, 2022 ONLINE

Bulletin Reporter (56-000)

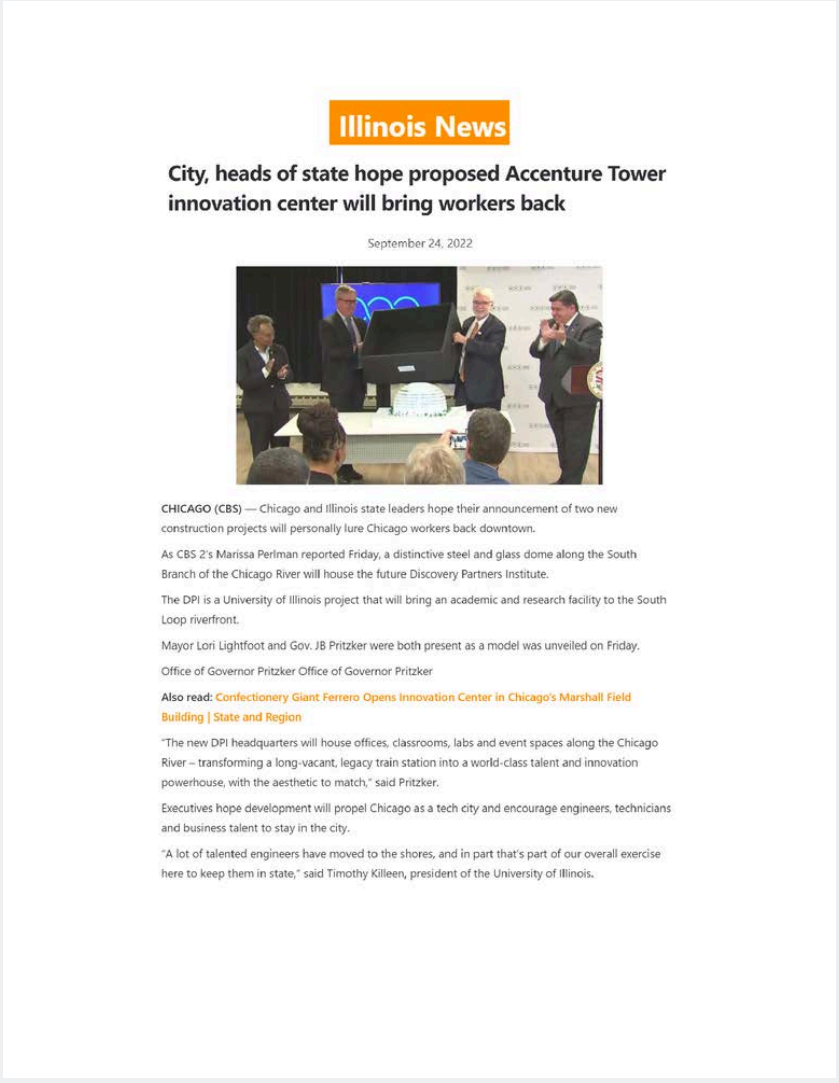
bulletinreporter.com/city-state-leaders-ho...

Monthly Visits **26.3K**

Monthly Visits

Local Today

Latest Breaking News. Everything important news from politics, business, sports, entertainment, science, technology and more.



Illinois News

City, heads of state hope proposed Accenture Tower innovation center will bring workers back

September 24, 2022

CHICAGO (CBS) — Chicago and Illinois state leaders hope their announcement of two new construction projects will personally lure Chicago workers back downtown.

As CBS 2's Marissa Perlman reported Friday, a distinctive steel and glass dome along the South Branch of the Chicago River will house the future Discovery Partners Institute.

The DPI is a University of Illinois project that will bring an academic and research facility to the South Loop riverfront.

Mayor Lori Lightfoot and Gov. JB Pritzker were both present as a model was unveiled on Friday.

Office of Governor Pritzker Office of Governor Pritzker

Also read: Confectionery Giant Ferrero Opens Innovation Center in Chicago's Marshall Field Building | State and Region

"The new DPI headquarters will house offices, classrooms, labs and event spaces along the Chicago River – transforming a long-vacant, legacy train station into a world-class talent and innovation powerhouse, with the aesthetic to match," said Pritzker.

Executives hope development will propel Chicago as a tech city and encourage engineers, technicians and business talent to stay in the city.

"A lot of talented engineers have moved to the shores, and in part that's part of our overall exercise here to keep them in state," said Timothy Killeen, president of the University of Illinois.

September 24, 2022 ONLINE

Illinois News (56-000)

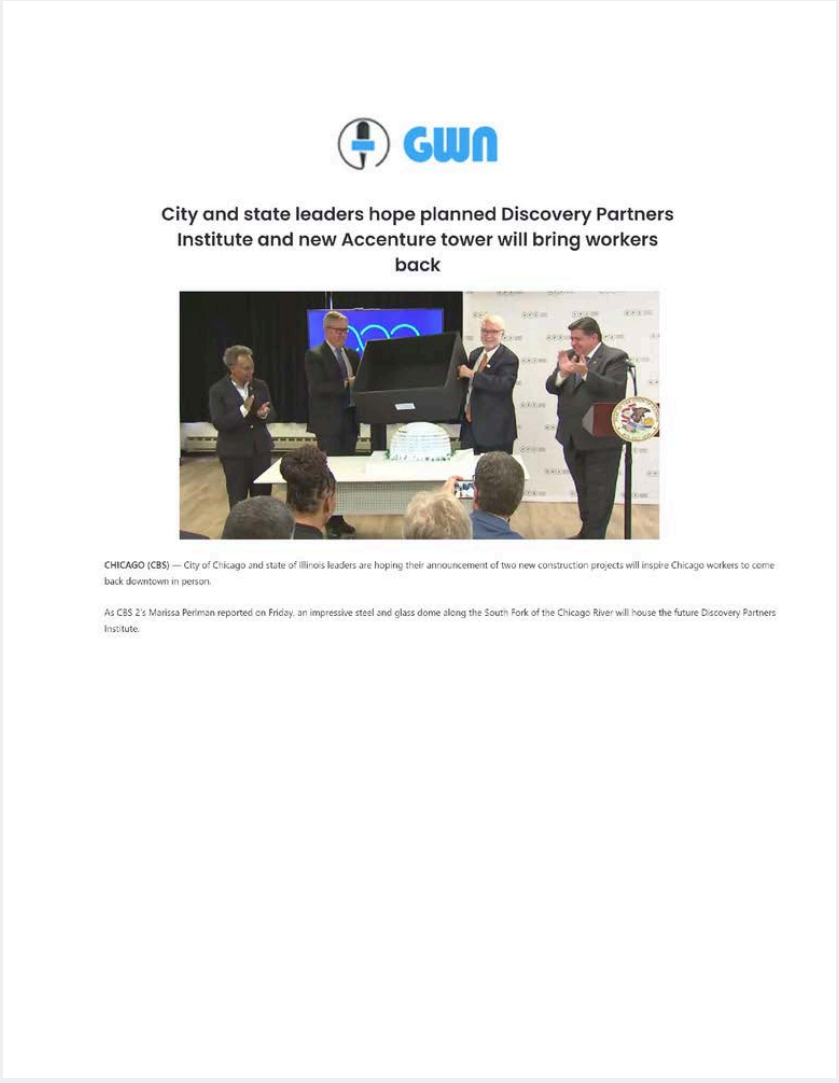
localtoday.news/il/city-heads-of-state-hop...

Monthly Visits **60K**

Monthly Visits

Good Word News

Good Word News an integrated news site covering all the news from all over the world, with a new vision that covers all the news as it happens from our different sources.



GWN

City and state leaders hope planned Discovery Partners Institute and new Accenture tower will bring workers back

CHICAGO (CBS) — City of Chicago and state of Illinois leaders are hoping their announcement of two new construction projects will inspire Chicago workers to come back downtown in person.

As CBS 2's Marissa Perlman reported on Friday, an impressive steel and glass dome along the South Fork of the Chicago River will house the future Discovery Partners Institute.

September 24, 2022 ONLINE

Good World News (56-000)

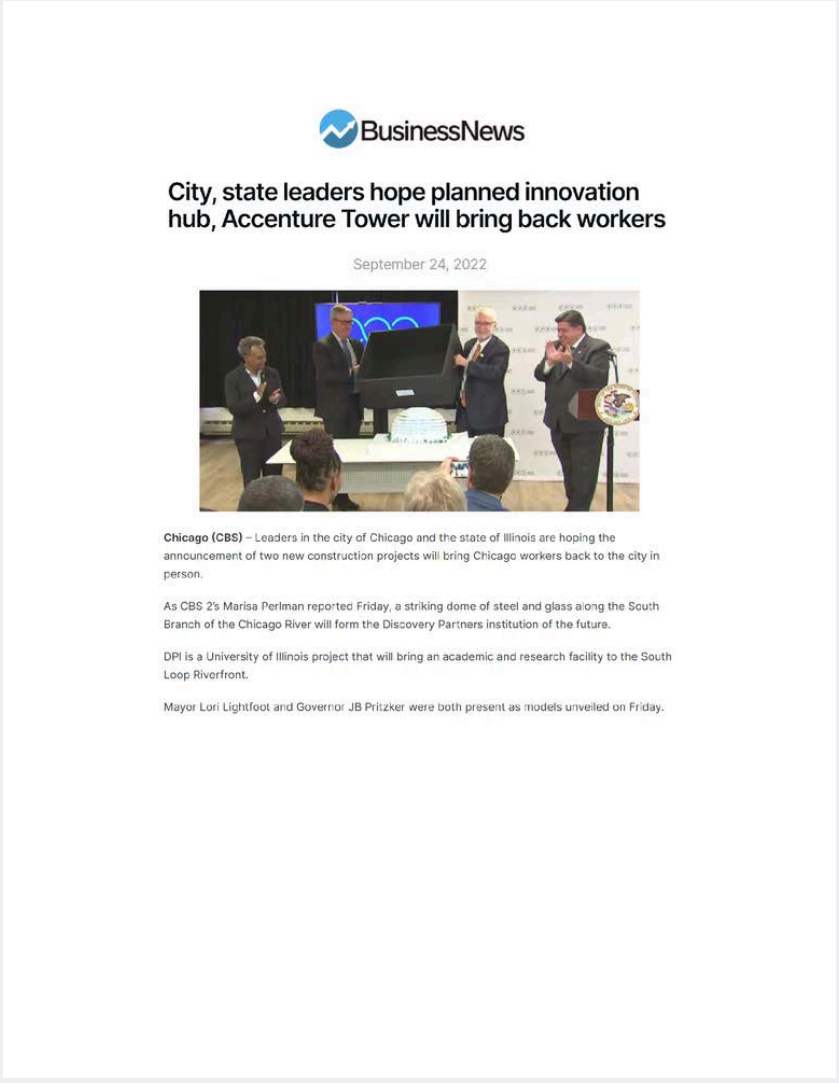
goodwordnews.com/city-and-state-leader...

Monthly Visits **79.7K**

Monthly Visits

Business News

Contains the latest news and quality content about business, economics, innovation, financial news from around the world



BusinessNews

City, state leaders hope planned innovation hub, Accenture Tower will bring back workers

September 24, 2022

Chicago (CBS) – Leaders in the city of Chicago and the state of Illinois are hoping the announcement of two new construction projects will bring Chicago workers back to the city in person.

As CBS 2's Marisa Perlman reported Friday, a striking dome of steel and glass along the South Branch of the Chicago River will form the Discovery Partners institution of the future.

DPI is a University of Illinois project that will bring an academic and research facility to the South Loop Riverfront.

Mayor Lori Lightfoot and Governor JB Pritzker were both present as models unveiled on Friday.

September 24, 2022 ONLINE

Business News (56-000)

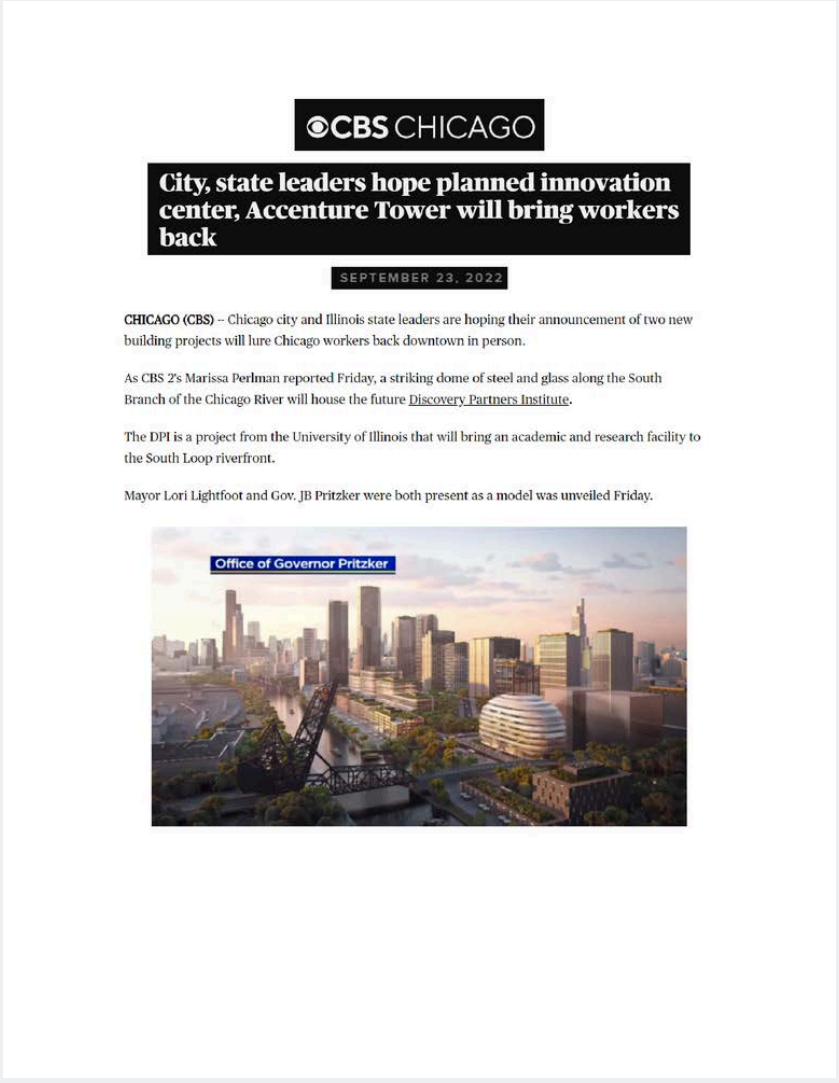
biz.crast.net/city-state-leaders-hope-plan...

Monthly Visits **320K**

Monthly Visits

CBS News: Chicago

Watch CBS News live and get the latest, breaking news headlines of the day for national news and world news today.



CBS CHICAGO

City, state leaders hope planned innovation center, Accenture Tower will bring workers back

SEPTEMBER 23, 2022

CHICAGO (CBS) -- Chicago city and Illinois state leaders are hoping their announcement of two new building projects will lure Chicago workers back downtown in person.

As CBS 2's Marissa Perlman reported Friday, a striking dome of steel and glass along the South Branch of the Chicago River will house the future Discovery Partners Institute.

The DPI is a project from the University of Illinois that will bring an academic and research facility to the South Loop riverfront.

Mayor Lori Lightfoot and Gov. JB Pritzker were both present as a model was unveiled Friday.

September 23, 2022 ONLINE

CBS News: Chicago (56-000)

cbsnews.com/chicago/news/discovery-pa...

Monthly Visits **10.4M**

Monthly Visits

Philadelphia Business Journal

PHILADELPHIA BUSINESS JOURNAL

Date: Thursday, September 29, 2022
Location: PHILADELPHIA, PA
Circulation (DMA): 14,914 (4)
Type (Frequency): Magazine (W)
Page: 24.26,27
Section: Soaring 76
Keyword: 1000 Continental

THE LIST

Compiled by Todd Romero
215 238 5146
tromero@bizjournals.com

SOARING 76 FASTEST-GROWING COMPANIES (PART 1 OF 3)

RANKED BY TWO-YEAR AVERAGE REVENUE GROWTH PERCENTAGE, 2019-2021

	Name / Prior rank (* new or not ranked) / URL	Address / Phone	Revenue growth percentage: 2-year average	Revenue 2021	Revenue 2020	Revenue 2019	Top executive(s)
1	Benchmark Construction Group	2501 Sharon St. #6 Philadelphia, PA 19146 215-569-5414	787.04%	$8.59 million	$1.1 million	$108,728	Kenneth Penn
2	Loanstar Technologies	701 S. Crouse Rd. Swarthmore, PA 19081 844-344-0268	143.53%	$3.41 million	$1.8 million	$636,745	Cody Hagen, Andrew Turner
3	Adapthealth Corp.	220 W. Germantown Pike Plymouth Meeting, PA 19462 610-630-4357	115.9%	$2.45 billion	$1.06 billion	$529.64 million	Steve Griggs
4	Finpay	2301 E. Lancaster Ave. #302 Bryn Mawr, PA 19010 215-434-9412	95.22%	$4.90 million	$2.53 million	$1.1 million	Tim Kowalski
5	CampusESP	30 South 15th St. Graham Building FL. 15 Philadelphia, PA 19102 267-606-1711	94.06%	$3.66 million	$1.77 million	$900,078	Dave Beeler
6	Focus Insite Inc.	3 W. Market St. #100 West Chester, PA 19382 610-436-2611	90.48%	$2.28 million	$582,178	$636,705	Jim Beales
7	Top Stack	1213 Drannor Ln. #103 Wayne, PA 19087 610-225-2100	89.73%	$13.07 million	$8.22 million	$3.73 million	Alani Sufal, Michael Tarsello
8	Cohen & Co. Inc.	2929 Arch St. FL. 17 Philadelphia, PA 19104 215-701-9315	87.75%	$146.67 million	$100.11 million	$49.67 million	Lester Brafman
9	AMREP Corp.	6330 N. Germantown Pike #175 Plymouth Meeting, PA 19462 610-487-7005	79.96%	$40.07 million	$33.78 million	$12.83 million	Christopher Vitale
10	SMB Team	111 Prospect Blvd #213 Ridley Park, PA 19078 844-376-2463	78.58%	$4.51 million	$2.41 million	$1.42 million	Bill Hunter
11	Vybe urgent care	1321 S. Broad St. Philadelphia, PA 19147 215-999-3797	72.42%	$28.08 million	$21.2 million	$10.24 million	Peter Ruiz
12	Bancroft Capital	301 W. Office Center Dr. #130 Fort Washington, PA 19034 484-546-3000	71.53%	$9.13 million	$7.33 million	$3.36 million	Lauralee Quinn
13	Spring EQ	100 Metroford Rd. Bldg 34100 Trevose, PA 19053 888-978-9978	70.36%	$47.87 million	$34.77 million	$17.16 million	Terry Schuno
14	Phenom	350 Sentry Pkwy. Building 10 #200 Blue Bell, PA 19422 888-885-7775	60.66%	$46.08 million	$28.75 million	$16.04 million	Mahe Bayireddi
15	L. Priori Jewelry	1715 Chestnut St. #100 Philadelphia, PA 19103 267-518-7307	60.27%	$4.1 million	$2.02 million	$1.49 million	Lauren Priori
16	Xavier Creative House	PO Box 827 Jackson, PA 18329 215-583-2243	60.26%	$5.09 million	$3.23 million	$1.83 million	Sunny Beth White
17	Centri Business Consulting LLC	1628 John F Kennedy Blvd #580 Philadelphia, PA 19103 215-694-6950	60.15%	$24.36 million	$13.07 million	$6.29 million	Michael M. Aiello
18	EverWash	2300 Walnut St. #407 Philadelphia, PA 19103 215-518-8868	60.15%	$56.56 million	$33.42 million	$21.28 million	Scott Caplan
19	HV Bancorp	2005 S. Easton Rd #304 Doylestown, PA 18901 215 947 1500	60.08%	$27.97 million	$17.55 million	$12.42 million	Travis Thompson
20	Quaint Oak Bancorp Inc.	501 Gonzales Ave Southampton, PA 18966 215-364-4059	57.32%	$12.5 million	$7.49 million	$3.56 million	Robert Strong
21	MEG Glass	156 W. Ashland Ave Doylestown, PA 18901 267-895-1754	56.73%	$14.49 million	$7.68 million	$5.15 million	Victoria Lenossar
22	Accolade Inc.	6000 N. Germantown Pike #320 Plymouth Meeting, PA 19462 610-828-0100	55.27%	$310.02 million	$170.36 million	$132.31 million	Rajeev Singh
23	Houzzer Inc.	1401 Walnut St. FL. 3 Philadelphia, PA 19102 267-765-2682	52.58%	$11.3 million	$5.2 million	$4.9 million	Mike Maher
24	Tester Construction	1541 Ridge Ave. #3 Philadelphia, PA 19130 267-467-5006	51.85%	$66.66 million	$45.98 million	$28.98 million	Robert Tester
25	The Deerfield Agency	555 E. North Ln. #5020 Conshohocken, PA 19428 484-846-6548	51.37%	$11.79 million	$10.46 million	$9.89 million	Michael Spencer, Paul Brown

NOTES: NA - not available, NEW - New to the list, NMD - Would not disclose

► CLOSER LOOK

$27.5B

Total 2021 revenue among the listed 76 companies.

ABOUT THE LIST

Companies must be independently owned without a parent company, have sustained revenue growth from 2019 to 2021 with revenue in each year greater than in the year prior, have revenue as of at least $750,000 in 2020, and at least $2 million in 2021, and be headquartered in one of the following six counties: Berks, Bucks, Chester, Delaware, Lancaster, Lehigh, Montgomery, or Philadelphia in Pennsylvania; Atlantic, Burlington, Camden, Cape May, Cumberland, Gloucester, Mercer, Ocean, or Salem in New Jersey; Kent or New Castle in Delaware. Privately held companies must type self-reported and acknowledged and agreed to be published in of revenue data by completing the nomination process. Publicly traded companies were also open to nominations but were predominantly identified through our publicly held companies List and must have met all other requirements.

LIST METHODOLOGY

To determine the Soaring 76 final list, we considered the revenue growth over a three year period from 2018-2021. Specifically, the final list was come from averaging the percent change in revenue from 2019 to 2020 and from 2020 to 2021.

NEED A COPY OF THE LIST?

Information for obtaining reprints, web permissions and commemorative plaques can be obtained from Barra Quinn at bquinn@bizjournals.com.

WANT TO BE ON THE LIST?

If you wish to be surveyed when the list is next updated, or if you wish to be considered by other lists, visit philadelphia.bizjournals.com/nominate.

Page 1 of 3

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September 29, 2022 PRINT

Philadelphia Business Journal (56-000)

Monthly Visits **22.5K**

Monthly Visits

PHILADELPHIA BUSINESS JOURNAL

Date: Thursday, September 29, 2022
Location: PHILADELPHIA, PA
Circulation (DMA): 14,914 (4)
Type (Frequency): Magazine (W)
Page: 24,26,27
Section: Soaring 76
Keyword: 1000 Continental

SOARING 76 FASTEST-GROWING COMPANIES (PART 2 OF 3)

RANKED BY TWO-YEAR AVERAGE REVENUE GROWTH PERCENTAGE, 2019-2021

	Name / Prior rank (*new or not ranked) / URL	Address / Phone	Revenue growth percentage, 2-year average	Revenue 2021	Revenue 2020	Revenue 2019	Top executive(s)
26	**OptiNose Inc.** (2) optinose.com	1020 Stony Hill Rd #300 Yardley, PA 19067 267-364-3500	43.91%	$74.65 million	$49.13 million	$34.65 million	Peter Miller
27	**Essential Utilities Inc.** (3) essential.co	762 W. Lancaster Ave Bryn Mawr, PA 19010 610-527-8000	43.4%	$1.86 billion	$1.46 billion	$809.69 million	Christopher Franklin
28	**Customers Bancorp Inc.** (4) customersbank.com	701 Reading Ave West Reading, PA 19611 484-350-7313	44.06%	$748.54 million	$502.28 million	$336.56 million	Jay Sidhu
29	**Miramar Global Exec. Search LLC** (5) miramar.global	1717 Arch St. #602 Philadelphia, PA 19103 215-560-8300	44.33%	$3 million	$2.5 million	$1.5 million	Andrew Masterson Kent
30	**The O'Connor Group** (12) teogc.com	2700 Horizon Dr #100 King of Prussia, PA 19406 484-323-3900	45.3%	$7.45 million	$4.28 million	$4 million	Marcia Zanaba O'Connor
31	**AscellaHealth LLC** (6) ascellahealth.com	6053 Vassallos Dr #175 Denver, PA 19512 877-389-8040	45.95%	$369.62 million	$83.35 million	$56.19 million	Elva Bacon
32	**Tola Bio Inc.** (8) tolabio.com	1 Great Valley Pkwy #24 Malvern, PA 19355 484-320-2939	46.84%	$29.65 million	$18.21 million	$15.45 million	Antony Kolbish
33	**OPS Security** (66) opssecuritygroup.com	1300 S Christopher Columbus Blvd #6 Philadelphia, PA 19147 866-645-0227	47.46%	$20.93 million	$13.77 million	$10.93 million	Daniel Cook
34	**Health Union** (9) health-union.com	1918 Chestnut St Fl 10 Trooper, PA 19107 484-985-9715	47.26%	$76.18 million	$62.26 million	$40.92 million	Olivier Clareau
35	**Evolution Sustainability Group dba Evolution Energy Partners** (13) evolutionesg.com	1 E Uwchlan Ave. Exton, PA 19341 877-785-4655	48.44%	$6.45 million	$4.8 million	$3.46 million	Chuck Herchula
36	**4 Walls Inc./Respage** (7) 4walls.net	PO Box 248 Narberth, PA 19072 800-290-1776	48.84%	$7.31 million	$5.96 million	$4.06 million	Ellen Thompson
37	**Spherix Global Insights** (10) spherixphiladelphia.com	780 Constitution Dr. Exton, PA 19341 484-679-4784	48.88%	$17.73 million	$15.42 million	$9.87 million	Jennifer Robinson
38	**Petrelli Previtera LLC** (14) petrellilaw.com	1845 Walnut St Fl 19 Philadelphia, PA 19103 215-977-4295	49.02%	$6.23 million	$4.41 million	$3.26 million	Melinda D. Previtera Thomas Petrelli Jr.
39	**Enliven Mentors** (11) enlivenmentors.com	Philadelphia, PA 484-451-2349	54.0%	$3.1 million	$2.3 million	$1.72 million	Dan Nichols Paul Kanouse
40	**Patient Care Coordination Inc.** (15) patientcarecoordination.com	417 N. 8th St #503 Philadelphia, PA 19123 215-725-7200	54.78%	$6.74 million	$4.47 million	$3.16 million	Paul S. Bunn
41	**Morgan Properties** (53) morgan-properties.com	160 Clubhouse Dr. King of Prussia, PA 19406 610-260-2800	54.11%	$1.45 billion	$866.65 million	$860.82 million	Mitchell Morgan
42	**National Integrity Title Agency** (63) nationalintegritytitle.com	1 Hollow Dr #102 Marlton, NJ 08053 856-427-4343	57.17%	$9.04 million	$5.69 million	$3.63 million	George F. Cuttle III Sr.
43	**Amicus Therapeutics Inc.** (52) amicusrx.com	3675 Market St. Philadelphia, PA 19104 215-921-7600	60.18%	$305.51 million	$260.89 million	$182.24 million	Bradley Campbell
44	**Republic First Bancorp Inc.** (16) myrepublicbank.com	50 S. 16th St.#2400 Philadelphia, PA 19102 215-735-4422	70.1%	$161.96 million	$122.31 million	$97.35 million	Harry Madonna
45	**Essential Properties Realty Trust Inc.** (17) essentialproperties.com	902 Carnegie Center Blvd #520 Princeton, NJ 08540 609-436-0619	70.83%	$230.23 million	$164.91 million	$139.36 million	Peter Mavoides
46	**The Tactile Group** (18) thetactilegroup.com	309 S. 13th St #3W Philadelphia, PA 19107 215-733-1111	73.82%	$5.19 million	$3.47 million	$3.21 million	Mary Coleman
47	**Aclaris Therapeutics Inc.** (19) aclaris.com	640 Lee Rd #200 Wayne, PA 19087 484-324-7933	73.93%	$6.76 million	$4.48 million	$4.33 million	Neil Walker
48	**EPAM Systems Inc.** (43) epam.com	41 University Dr. #202 Newtown, PA 18940 267-759-9000	75.82%	$3.76 billion	$2.06 billion	$2.29 billion	Arkadiy Dobkin
49	**Fintegra** (20) go2fintegra.com	3150 Fairview Rd #105 King of Prussia, PA 19406 800-316-9707	78.24%	$6.59 million	$5.16 million	$4.01 million	Glen Formica
50	**Results Repeat** (21) resultsrepeat.com	24 Veterans Sq. Media, PA 19063 215-980-3816	79.49%	$3.11 million	$2.24 million	$1.06 million	Ellen Thompson

NOTES: NA - not available; NEW - New to the list; UNR - Would not disclose

▸ CLOSER LOOK

$361.8M

Average 2021 revenue among the listed 76 companies.

ABOUT THE LIST

Companies must be independently owned without a parent company, have sustained revenue growth from 2016 to 2021 with revenue in each year greater than in the year prior, have revenue of at least $1M/$900 in 2017, and at least $2 million in 2021, and be headquartered in one of the following counties: Berks, Bucks, Chester, Delaware, Lancaster, Lehigh, Montgomery or Philadelphia in Pennsylvania; Atlantic, Burlington, Camden, Cape May, Cumberland, Gloucester, Mercer, Ocean, or Salem in New Jersey; Kent or New Castle in Delaware. Privately held companies must have self-prepared and acknowledged and agreed to the publication of revenue data by completing the nomination process. Publicly traded companies were also open to nominations but were predominantly identified through our publicly held companies list and must have met all other requirements.

LIST METHODOLOGY

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PHILADELPHIA BUSINESS JOURNAL

Date: Thursday, September 29, 2022
Location: PHILADELPHIA, PA
Circulation (DMA): 14,914 (4)
Type (Frequency): Magazine (W)
Page: 24,26,27
Section: Soaring 76
Keyword: 1000 Continental

SOARING 76 FASTEST-GROWING COMPANIES (PART 3 OF 3)

RANKED BY TWO YEAR AVERAGE REVENUE GROWTH PERCENTAGE, 2019-2021

	Name / Prior rank (*new or not ranked) / URL	Address / Phone	Revenue growth percentage: 2-year average	Revenue 2021	Revenue 2020	Revenue 2019	Top executive(s)
51	**Rehab Financial Group** (49) rehabfinancial.com	1067 Lancaster Ave #15c Rosemont, PA 19010 610-632-7043	26.06%	$7.58 million	$6.08 million	$4.77 million	Susan Naftalin
52	**Five Below Inc.** (66) fivebelow.com	701 Market St #560 Philadelphia, PA 19106 215-546-7909	25.71%	$2.85 billion	$1.96 billion	$1.85 billion	Joel Anderson
53	**Green Lawn Fertilizing** (*) greenlawnfertilizing.com	1004 Sanders Ln #101 West Chester, PA 19380 888-531-5296	25.35%	$30.04 million	$23.55 million	$19.12 million	Matt Jessen
54	**NexClean** (*) nexclean.com	1104 Fosker Pkwy #100 West Chester, PA 19380 610-399-1253	24.93%	$2.29 million	$2.24 million	$1.52 million	Dan Nestor
55	**Agile Brains Consulting** (*) agilebrainsconsulting.net	2201 Hamilton St. Philadelphia, PA, 19130 320-429-7172	24.75%	$4.46 million	$3.53 million	$2.87 million	Abrar Hashmi
56	**Quaker Chemical Corp.** (53) quakerchem.com	901 E. Hector St. Conshohocken, PA 19428 610-832-4000	24.65%	$1.78 billion	$1.42 billion	$1.13 billion	Andy Tometich
57	**West Pharmaceutical Services Inc.** (58) westpharma.com	530 Herman O. W. Dr. Exton, PA 19341 610-594-2900	24.25%	$2.83 billion	$2.13 billion	$1.84 billion	Eric Green
58	**Sagefrog Marketing Group** (*) sagefrog.com	325 Chestnut St. #800 Philadelphia, PA 19106 215-631-1458	23.4%	$4.97 million	$3.87 million	$3.36 million	Mark Schmitz Suzanne Mann
59	**IT Service ArchiTechs LLC** (*) itsatechs.com	300 W. Sproul #104 Springfield, PA 19064 610 543 1500	21.38%	$2.57 million	$1.93 million	$1.76 million	Bruce Rosen
60	**Curotec** (*) curotec.com	983 Old Eagle School Rd. #616 Wayne, PA 19087 610-459-6598	21.32%	$2.84 million	$2.09 million	$1.65 million	Brian Bates
61	**Elgen X LLC** (39) elgenx.com	1200 Continental Dr. #600 King of Prussia, PA 19406 855-344-3690	20.7%	$15.32 million	$14.55 million	$13.23 million	Stan Pittman Joseph Lanzara
62	**First Bank** (53) firstbanknj.com	2465 Kuser Rd. #121 Hamilton, NJ 08690 609-586-4400	19.91%	$83.84 million	$75.01 million	$62.38 million	Patrick Ryan
63	**Hyperion Bank** (N) hyperionbank.com	190 S. Front St. Philadelphia, PA, 19123 215-789-6200	18.35%	$12.75 million	$11.28 million	$9.18 million	Charlie Crawford
64	**Incyte Corp.** (49) incyte.com	1801 Augustine Cut-off #300 Wilmington, DE 19803 302-498-6700	17.76%	$2.90 billion	$2.67 billion	$2.16 billion	Hervé Hoppenot
65	**Universal Display Corp.** (56) oled.com	375 Phillips Blvd. Ewing, NJ 08618 609-671-0980	17.45%	$593.53 million	$478.97 million	$405.38 million	Steven Abramson
66	**Dorman Products Inc.** (*) dormanproducts.com	3400 E. Walnut St. Colmar, PA 18915 215-997-1800	16.67%	$3.35 billion	$3.09 billion	$991.68 million	Kevin Olcott
67	**Hamilton Lane** (63) hamiltonlane.com	110 Washington St #13 Conshohocken, PA 19428 610-934-2222	16.16%	$367.02 million	$341.64 million	$274.05 million	Mario Giannini
68	**InterDigital Inc.** (65) interdigital.com	200 Bellevue Pkwy #300 Wilmington, DE 19809 302-281-1600	15.63%	$425.41 million	$358.09 million	$318.92 million	Liren Chen
69	**Vertex Inc.** (69) vertexinc.com	2301 Renaissance Blvd. King Of Prussia, PA 19406 800-355-1500	15.06%	$423.55 million	$374.07 million	$321.5 million	David DeStefano
70	**PCH Technologies** (*) pchtechnologies.com	13 Tanner Ln. #108 Sewell, NJ 08080 856 724-7500	14.56%	$5.73 million	$4.51 million	$4.4 million	Timothy H. Gatti
71	**Direct Choice Inc.** (*) directchoiceinc.com	450 Sentry Rd Ste #210 Wayne, PA 19087 610-995-2111	13.74%	$5.5 million	$5.56 million	$5.17 million	Kirk Lenn
72	**The Bancorp Inc.** (*) thebancorp.com	409 Silverside Rd #105 Wilmington, DE 19809 302-385-5000	13.41%	$333.63 million	$279.46 million	$245.42 million	Damian Kozlowski
73	**Cubesmart** (68) cubesmart.com	3 City Lancaster Rd #3800 Malvern, PA 19355 610-535-5700	13.25%	$822.36 million	$679.18 million	$642.92 million	Christopher Marr
74	**VSA Inc.** (*) vsaprinting.com	212 Haddon Ave. #9 Haddonfield, NJ 08108 856-240-8100	12.57%	$6.45 million	$5.2 million	$5.14 million	Valerie Schiff
75	**Traffic Planning & Design** (80) tpdllc.com	2300 E High St #150 Pottstown, PA 19464 610 326 3100	12.05%	$31.38 million	$28.38 million	$25.35 million	Kevin Johnson
76	**Independence Realty Trust Inc.** (68) intrinv.com	1835 Market St. Ste. 26 Philadelphia, PA 19103 267 270 4800	11.18%	$250.25 million	$211.91 million	$203.22 million	Scott Schaeffer

▸ CLOSER LOOK

52.26%

Average two-year growth percentage among the listed 76 companies

ABOUT THE LIST

Companies must be independently owned without a parent company, have sustained revenue growth from 2019 to 2021 with revenue in each year greater than in the year prior, have revenue of at least $750,000 in 2019 and at least $2 million in 2021, and be headquartered in or one of the following counties: Bucks, Chester, Delaware, Lancaster, Lehigh, Montgomery, or Philadelphia in Pennsylvania; Atlantic, Burlington, Camden, Cape May, Cumberland, Gloucester, Mercer, Ocean, or Salem in New Jersey; Kent or New Castle in Delaware. Privately held companies must have self-nominated and acknowledged and agreed to the publication of revenue data by completing the nomination process. Publicly traded companies were also open to nominations but were predominantly identified through our publicly held companies list and must have met all other requirements.

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Virtuoso the Magazine

VIRTUOSO THE MAGAZINE

Date: Saturday, October 01, 2022
Location: SEATTLE, WA
Circulation (DMA): 200,000 (N/A)
Type (Frequency): Magazine (6Y)
Page: 97
Section: Main
Keyword: Meier & Frank Building

Wake Up and Smell the Coffee

STAY Downtown Portland's 331-room **The Nines** occupies the top nine floors of the former Meier & Frank department store building, capped with a rooftop restaurant and bar laying claim to some of the city's best views. Modern guest rooms channel high-fashion ateliers with brocade wallpaper and jewel-tone-blue furniture, and the 400-plus-piece art collection (curated by a former confidante of Andy Warhol) includes sculptural mannequins in the lobby that nod to the hotel's sartorial past. *Doubles from $246, including breakfast daily and a $100 dining credit.*

GO On an eight-day group tour from Seattle to San Francisco, **Collette** introduces travelers to the West Coast's natural and culinary bounty, from Pike Place Market to the Golden Gate Bridge and Fisherman's Wharf. Two nights in Portland (complete with a field trip to Multnomah Falls) provide ample time to caffeinate before cutting through Oregon's Willamette Valley (famous for its pinot noir) on the way to the Pacific Northwest coast. *Departures: Multiple dates, September 5, 2022, through April 28, 2024; from $2,339.*

Intrepid Travel packs four national park and monument stops (Olympic, Mount Rainier, Crater Lake, and Muir Woods) into its 11-day, Seattle-to-San Francisco group tour, but punctuates the outdoor immersion with some urban adventure too. In Seattle, travelers sip ales at a zero-waste brewery, while the highlight of a full day in Portland is a culinary-themed bike tour to some of the city's best food carts. *Departures: Multiple dates, September 4, 2022, through September 3, 2023; from $3,436.*

Page 1 of 1

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October 01, 2022 PRINT

Virtuoso the Magazine (56-000)

Monthly Visits **200K**

Monthly Visits

San Antonio Business Journal

SAN ANTONIO BUSINESS JOURNAL

Date: Thursday, September 01, 2022
Location: SAN ANTONIO, TX
Circulation (DMA): 8,029 (31)
Type (Frequency): Magazine (W)
Page: 20
Section: Main
Keyword: Fountainhead Tower

THE LIST

Compiled by Jalen Lopez
jlopez@bizjournals.com

COMMERCIAL REAL ESTATE BROKERAGES

RANKED BY TOTAL REAL ESTATE SALES VOLUME IN 2021

	Business name/ Website	Address/ Phone	Total real estate sales volume in 2021	Value of largest current project	Total square feet leased/ sold in 2021	No. of offices locally/ Company wide	Top local executive • commercial real estate brokerage
1	CBRE Group Inc.	1803 Broadway St., #825 San Antonio, TX 78215 210-225-1900	$1.05 billion	$238.15 million	14.25 million	1 /580	Gardner Penny gardner.penny@cbre.com
2	Marcus & Millichap / Institutional Property Advisors	8200 IH-10 W #800 San Antonio, TX 78230 210-343-7800	$1.12 billion	$60 million	0.92 million	1 /80	Brian Bentley brian.bentley@marcusmillichap.com
3	Newmark[1]	1250 N.E. Loop 410 #206 San Antonio, TX 78209 210-829-3161	$1.05 billion	NA	0.81 million	1 /160	Patton Jones Matt Mathews
4	Institutional Property Advisors	8200 IH-10 W #800 San Antonio, TX 78230 210-343-7800	$1.02 billion	$75 million	4.84 million	1 /80	Drew Garza dgarza@ipausa.com
5	KW Commercial	15110 Vance Jackson, 104 San Antonio, TX 78249 210-590-4948	$183.35 million	$12.9 million	68.38 million	2 /245	Cynthia Lee-DCW cynthia@cwsa.com
6	First American Commercial Property Group	18510 Jessamy Shore #210 San Antonio, TX 78258 210-490-7773	$264 million	NA	94,478	1 /4	Rafael Salas rsalas@firstatx.com
7	Endura Advisory Group	9011 San Pedro #820 San Antonio, TX 78216 210-265-2122	$213.47 million	$26 million	NA	1 /5	Jim Lunsford jlunsford@endura.com Sandi Hill
8	Cavender & Hill Properties Inc.	7373 Broadway St. Suite 101 San Antonio, TX 78209 210-340-5900	$280.72 million	NA	5.3 million	1 /6	Mark Cavender mcavender@cavenderhill.com
9	Cushman & Wakefield	4040 Broadway St. Suite 102 San Antonio, TX 78209 210-805-7113	$161.95 million	$42.3 million	2.94 million	1 /400	Ryan Kastner
10	Fountainhead Tower fountainhead.com	8200 I-10 W San Antonio, TX 78230 210-341-1144	$107.12 million	NA	4.43 million	1 /20	Leah Gallagher
11	Drake Commercial Group drakecommercial.com	4656 S. Zarzamora St. #108 San Antonio, TX 78228 210-487-0187	$64.77 million	NA	1.4 million	1 /3	Deborah Bauer deborah@drakecommercial.com
12	Rohde Ottmers Siegel Realty Ltd. rohdeoasr.com	12940 NW Military Hwy. #330 San Antonio, TX 78231 210-365-2400	$40.73 million	NA	0.17 million	1 /3	Bryan Ottmers bottmers@rohdeottmers.com Alfred W. Rohde Jr. arohde@rohdeottmers.com
13	Valcor Commercial Real Estate valcorre.com	17215 N. Loop 1604 E. #364 San Antonio, TX 78232 210-625-8282	$37.19 million	NA	0.81 million	1 /3	Jonathan Collins
14	Oldham Goodwin Group LLC OGGroup.com	1381 NW Military Highway Suite 205 San Antonio, TX 78213 210-403-4600	$24.27 million	$7.25 million	0.33 million	1 /5	Steve Monroe SMonroe@oggroup.com
15	Blakeley Commercial Real Estate LLC blakeleyre.com	4540 Broadway #540 San Antonio, TX 78209 210-340-8811	$19.15 million	$10 million	1.65 million	1 /1	Tyler Blakeley
16	Turcotte Real Estate Services Inc. turcottere.com	13203 Huebner Rd. #202 San Antonio, TX 78230 210-561-2722	$18.92 million	NA	NA	1 /1	John Greg Turcotte
17	J. Allen Investments Inc. jallenmacfinance.com	17215 Nacogdoches Rd. San Antonio, TX 78256 210-697-1400	$11 million	$10 million	301,580	1 /1	James Allen hallenagent1@sbcglobal.net
18	The Retail Connection theretailconnection.net	18521 Rhenish Pl. #280 San Antonio, TX 78258 210-403-8484	$10.42 million	$10.42 million	301,080	1 /4	Nick Alexander nalexander@theretailconnection.net

Formerly listed as Newmark Knight Frank

NOTES: Data published Aug 26, 2022 | NA = Not available

▸ A CLOSER LOOK

$6.1B

Total amount of commercial real estate sales volume reported by brokerages on The List

ABOUT THE LIST

Information for The List was supplied by surveys from the companies themselves, which could not be independently verified by the San Antonio Business Journal.

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2022 BOOK OF LISTS PLATINUM SPONSORS

MD MUSICAL DEVELOPMENT

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September 01, 2022 PRINT

San Antonio Business Journal (56-000)

Monthly Visits **11.3K**

Monthly Visits

The Dallas Morning News

THIS IS MEMBER-EXCLUSIVE CONTENT

BUSINESSREAL ESTATE

California-based East West Bank is growing its operation on the Dallas North Tollway

Commercial property sales and leases.

East West Bank is almost doubling the size of its offices in Providence Towers on the Dallas North Tollway in Farmers Branch. (Anja Schlein/Special Contributor)(Anja Schlein)

By Steve Brown
3:53 PM on Sep 9, 2022 CDT

Sales

M&S Properties 124 LLC purchased an 8,000 square foot industrial building at 124 S Rogers Road in Irving. Stephen Williamson of Lee & Associates - DFW brokered the sale with Reed Parker and Mark Graybill of Lee & Associates.

September 09, 2022 OFFLINE

The Dallas Morning News (56-000)

Monthly Visits **485K**

Monthly Visits

Montfort Laundry, a laundry and dry-cleaning service, has acquired a 5,660-square-foot retail building at 13936 Montfort Drive near its intersection with Spring Valley Road in Far North Dallas. David Zoller with Weitzman brokered the sale with John St. Clair and Masen Stamp with Younger Partners,

Cove Capital Investments LLC purchased Pleasant Creek, a 159-unit apartment complex in Lancaster. The 16-building rental community is near Interstate 20. Bard Hoover, Nick Fluellen and Chris Pearson of Marcus & Millichap brokered the sale.

Realty Advisors Inc. purchased 1.9 acres at 10811 Composite Drive in Dallas. Troy Morgan of Structure Commercial negotiated the sale.

An investor has purchased the 264-unit Meadows at Ferguson apartments at 11760 Ferguson Road in Dallas. The property was built in 1983 and the new owners plan to renovate the buildings. Greysteel's Doug Banerjee, Jack Stone and Andrew Mueller brokered the sale.

Ganatra Investments purchased 46.7 acres at Joe Bailey Road and FM 35 in Royse City. Brian Hanie and Troy Morgan of Structure Commercial negotiated the purchase.

Holding Inc. purchased about one acre at State Highway 161 and Forum Drive in Grand Prairie. Eric Deuillet of Structure Commercial brokered the sale with Jon McDaniel of NAI Robert Lynn.

Leases

Incab America, a U.S. manufacturer of fiber optic cable, signed a new 40,000-square-foot industrial lease with The Arden Group located at 2821 E Randol Mill in Arlington. John Brewer and Riley Maxwell with Transwestern negotiated the lease.

East West Bank expanded its office lease by another 10,515 square feet at Providence Towers located at 5001 Spring Valley Road in Farmers Branch. Transwestern's Scott Walker, Justin Miller and Kim Brooks negotiated the lease with Norman Lee with Newmark Group.

Chamberlain's Ballet leased 9,713 square feet of retail space at Prairie Creek at 2963 W. 15th St, Plano. Jeremy Cummings and Eric Deuillet of Structure Commercial negotiated the lease.

Broussard Group Inc. has leased 9,108 square feet of office space in Dallas' Bryan Tower at 2001 Bryan St. Sara Terry and Reegan Busby with Colliers International negotiated the lease.

Horizon Fresh Market leased 8,947 square feet of retail space at Prairie Creek Estates at 2901 W. 15th St, Plano. Jeremy Cummings and Eric Deuillet of Structure Commercial negotiated the lease.

Farmer's Fridge leased 7,575 square feet of industrial space at 1212 Dolton Drive in Dallas. Adam Graham and Stephen Williamson of Lee & Associates - DFW negotiated the lease with Kodie Comby of Jones Lang LaSalle.

Master Halco expanded its offices by 6,544 square feet in the Element Towers on LB J Freeway in North Dallas. Nick Lee, Mark Miller and Dan Jardine at NAI Robert Lynn negotiated the lease with Russ Johnson and Kade Davis both representing landlord Stanton Road Capital.

McGregor & Oblad PLLC is more than doubling its office with an additional 5,952 square feet of leases in the Element Towers on LBJ Freeway in Dallas. Walker Hume and Nick Lee from NAI Robert Lynn negotiated the lease with Russ Johnson and Kade Davis representing landlord Stanton Road Capital.

TRB Motorsports leased 5,919 square feet of commercial space at 1325 Whitlock Lane in Carrollton. Chris Beggins of Lee & Associates - DFW negotiated the lease.

Denali Water Solutions signed a 5,128-square-foot lease at 3811 Turtle Creek in Dallas. Transwestern's Justin Miller, Scott Walker and Kim Brooks negotiated the lease with Janice Peters with Hudson Peters Commercial.

Edge Café leased 4,697 square feet of retail space at Caladium Canal Shopping Center at 3920-3950 Rosemeade Pkwy in Dallas. Jeremy Cummings and Eric Deuillet of Structure Commercial negotiated the lease.

Pacific Elm Properties leased office space to Shook Gunter & Mudler LLC. Has leased 4,511 square feet of office space Dallas' Bryan Tower at 2001 Bryan St. Sara Terry and Reegan Busby with Colliers International negotiated the lease.

Zapata's Mexican Grill & Cantina leased 4,377 square feet of retail space at Woods Crossing at 109-189 W. Harwood Rd in Hurst. Troy Morgan of Structure Commercial negotiated the lease.

Spilled Ink LLC has leased 4,260 square feet of office and industrial space in Manana Plaza at 2474 Manana Dr. in Dallas,. Jason Finch and Kyle Espie of Bradford Commercial Real Estate Services negotiated the lease.

Macarena Taco Shop and Margarita Bar leased 4,050 square feet of retail space at Harwood Central Village at 2113 Harwood Rd in Bedford. Jake Burns of Structure Commercial negotiated the deal.

Rani Smoke LLC has leased 3,650 square feet of office and industrial space in Manana Plaza at 2474 Manana Dr. in Dallas. Jason Finch of Bradford Commercial Real Estate Services negotiated the lease with Christopher Kelly of Rich Young Co.

Printing Etc. make and industrial lease of 3,270 square feet at 4500 Ratliff Lane in Addison. Chris Beggins of Lee & Associates - DFW negotiated the lease.

Rhombus Canvas LLC has leased 3,205 square feet of office and industrial space in Freeport Business Park at 8304 Esters Blvd in Irving from PS Business Parks LP. Brian Pafford and Kyle Espie of Bradford Commercial Real Estate Services negotiated the lease with Nicholas Payne of Link Logistics Real Estate.

Restaurant Crisp & Green has leased 2,900 square feet on Belt Line Road in Far North Dallas in the Work/Shop development. Triten Real Estate Partners is redeveloping the mixed-use project that's east of the Dallas North Tollway.

Iktan Interiors has leased 2,500 square feet of office and industrial space in Manana Plaza at 2474 Manana Dr. in Dallas. Jason Finch of Bradford Commercial Real Estate Services negotiated the lease.

International Association of Venue Managers Inc. has leased 2,658 square feet of office space at 5601 Executive Dr. in Irving. Erik Blais of Bradford Commercial Real Estate Services negotiated the lease with Rodney Helm and Cynthia Cowen of Cushman & Wakefield.

Dispatch Health Management LLC has leased 2,275 square feet of office space at 4105 City Point Dr. in North Richland Hills. Erik Blais of Bradford Commercial Real Estate Services negotiated the lease with Mike Arnold of Cresa Global Inc.

Happy Pediatric Dental has leased 2,258 square feet of retail space in Cross Timbers Village at 4251 Cross Timbers Rd in Flower Mound. The Retail

Connection's David Levinson negotiated the lease with Geoff L. Waddell of Xite Realty,

Linear Care Diagnostics LLC has leased 2,084 square feet of commercial space in Parkway Business Center at 4950 Keller Springs Rd. in Addison. Brian Pafford and Elizabeth Hooper of Bradford Commercial Real Estate Services negotiated the lease.

Urban Studio Kitchen LLC has leased 1,928 square feet of retail space in Alpha Plaza at 4887 Alpha Rd. in Farmers Branch. Melanie Hughes and Elizabeth Hooper of Bradford Commercial Real Estate Services negotiated the lease.

Kids with Cancer has leased 1,094 square feet of office space in Highland Park West, 4300 MacArthur Ave., Dallas. Jared Laake and Richmond Collinsworth of Bradford Commercial Real Estate negotiated the lease.

JJ Cell Phone Repair has leased 1,000 square feet of retail space at Little Broadway shopping center at 5219 Broadway Blvd in Garland. Colin Cannon of Resolut Real Estate negotiated the lease with Marie Ong of United Real Estate.

Restaurant Crisp & Green has leased a space in the Work/Shop development on Belt Line Road in Far North Dallas.(Triten Real EState)
Real estate editor Steve Brown compiles this list.

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Best in Dallas

Date: Thursday, September 01, 2022
Location: DALLAS, TX
Circulation (DMA): 63,407 (N/A)
Type (Frequency): Magazine (12Y)
Page: 94,95
Section: Main
Keyword: Highland Park Place

SPECIAL ADVERTISING SECTION

BEST IN DALLAS

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KENNETH HAMLETT, D.D.S., FAGD, FAACD
Cosmetic and Restorative Dentistry

Looking your best also means feeling your best, and a beautiful smile definitely makes an impact. As a Dallas native, Dr. Hamlett understands the importance of self-image. Therefore, he is committed to achieving excellent results for each patient. Stunning, natural smiles are his trademark. With a focus on comprehensive patient care, he strives to provide patients with healthier, brighter smiles. His office exudes a pampering, spa-like environment complete with aromatherapy candles, soothing music, and massage chairs. Dr. Hamlett is one of only a few dentists in the world to achieve the Fellow Member status by the American Academy of Cosmetic Dentistry and the Academy of General Dentistry.

TOM MCDOUGAL, D.D.S., FAGD, FICD
Clinical Assistant Professor; Baylor College of Dentistry Aesthetic and Restorative Dentistry

Selected by his peers in D Magazine as one of the Best Dentists in Dallas for the last 8 consecutive years and additionally selected in two categories—general and cosmetic dentistry—Dr. McDougal practices state-of-the-art dentistry. His technologically advanced office is staffed with an exemplary team and offers patients the serenity of a greenhouse facility. This, combined with an in-house aesthetic dental laboratory and Dr. McDougal's personal commitment to excellence, uphold the stellar reputation of this dental practice that is known for its care and service. Dr. McDougal serves on the faculty for the Center for Aesthetic and Restorative Dentistry.

MARK SOWELL, D.D.S., M.A.G.D., A.A.C.D.

For nearly three decades, Dr. Mark Sowell has been the name to know for comprehensive modern dental care. He is one of 50 dentists worldwide to have achieved mastership status from The Academy of General Dentistry and to earn accredited membership with the American Academy of Cosmetic Dentistry. He is also a Fellow of the International Academy of Dental-Facial Esthetics and a Fellow of the International Congress of Oral Implantologists. He has been named among the Best Dentists in Dallas in D Magazine, a Super Dentist by Texas Monthly, and a Best Dentist in America by Woodward/White. He is a visiting faculty member of Spear Education and has achieved success through a lifetime of continuous learning and teaching.

Best Doctors

JERALD S. GOLDSTEIN, MD
REBECCA A. CHILVERS, MD
SATIN S. PATEL, MD
Specialty: Fertility
Fertility Specialists of Texas

Doctors Jerald S. Goldstein, Rebecca A. Chilvers and Satin S. Patel have each been recognized as leaders in the field of reproductive medicine by patients and peers alike. Board certified in both obstetrics and gynecology and reproductive endocrinology and infertility, the team at Fertility Specialists of Texas (FST) has been proudly growing families for 15 years. By combining advanced technology and clinical experience with personalized, proactive treatment plans, FST consistently achieves IVF success rates above the national average. Areas of expertise include in vitro fertilization (IVF), egg freezing, genetic testing, donor egg, recurrent pregnancy loss and polycystic ovary syndrome (PCOS).

STEVEN J. WHITE, M.D.
Specialty: Cosmetic Plastic Surgery
USA Plastic Surgery

Dr. White specializes in all aspects of cosmetic surgery and is board certified in both plastic surgery and ENT. His commitment to excellence has been recognized by his selection as a Texas Super Doctor (Texas Monthly) as well as one of the Best Doctors in Dallas (D Magazine). He is known for the quality of his results as well as the personal care he provides. Dr. White is dedicated to seeking the best outcomes for every patient. He believes precise surgical technique is essential to achieve exceptional results. Combining innovative instruments and techniques with state-of-the-art technology allows Dr. White to offer his patients better results with less discomfort and rapid recovery.

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The Law Offices of Frank L. Branson, PC
Highland Park Place

Frank Branson's work in serious injury cases has earned him the reputation as one of the nation's top trial lawyers. Listed among the Best Lawyers in Dallas in D Magazine, he also is ranked as one of the Top 10 Lawyers in Texas in Texas Monthly magazine. In addition to being named in the publication "Best Lawyers in America" since 1987, Branson was profiled in Forbes magazine as one of the 50 most successful attorneys in the nation. In 2007, he earned the prestigious "MoAF award presented by the Melvin Belli Society to a "Giant of the Trial Bar."

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September 01, 2022 PRINT

Best In Dallas (56-000)

Monthly Visits **69.9K**
Monthly Visits

Date: Thursday, September 01, 2022
Location: DALLAS, TX
Circulation (DMA): 63,407 (N/A)
Type (Frequency): Magazine (12Y)
Page: 94,95
Section: Main
Keyword: Highland Park Place

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Rogge has been rated as one of the Top 100 attorneys in Texas by *Texas Monthly*. He has repeatedly been named one of the Best Lawyers in Dallas by *D Magazine* and a Super Lawyer by *Texas Monthly*. Dunn handles employment, non-compete, partnership, breach of contract, shareholder oppression, CIC, and other business matters for executives, employees, financial advisors, and companies. He has won more than $2 billion for his clients and multi-million-dollar awards in California, Texas, Louisiana, and Arkansas. He is one of only 25 attorneys in Texas Board Certified in both Civil Trial Law and Labor and Employment Law. When you need the power of a trial attorney call Rogge. Results depend on the facts of each case.

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Robert Epstein is an experienced family law attorney with the strategic capabilities, creativity, and intense drive to resolve challenging cases both in and out of the courtroom. He guides clients with diverse goals and financial circumstances through all types of family law matters. Clients count on Epstein to outhustle adversaries and create proactive game plans to maintain control of their cases and resolve them favorably. Epstein's constant communication and supportive nature are highly valued by clients. Epstein is Board Certified in Family Law by the Texas Board of Legal Specialization and a Certified Financial Litigator by the American Academy for Certified Financial Litigators. He has been recognized as one of *D Magazine*'s Best Lawyers since 2016 and has received numerous awards throughout his career. Epstein Family Law is your answer to a better future.

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Scott Frenkel, Mark Frenkel, and Gene Burkett have all been recognized as Best Lawyers in Dallas by *D Magazine* numerous times. Established 24 years ago, the firm handles cases throughout the nation on significant personal injury cases. Practice areas include serious trucking, auto, and motorcycle collisions and product liability (including automobile defect cases such as seatbelt/airbag failure.) Both Gene and Scott have been named to *Fort Worth Magazine*'s Top Attorney list in 2017. Mark and Scott have been named Super Lawyers in *Texas Monthly*. All three lawyers are members of the Million-Dollar and Multi-Million Dollar advocates forum, and Mark is an officer in the Dallas Trial Lawyers Association.

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Kelly McClure is considered a foremost expert on the legal and emotional complexities of divorce. McClure Law Group offers their clients an alternative and creative approach to litigation through Collaborative Law and other forms of dispute resolution in which the participants reach equitable agreements without painful litigation, thereby minimizing stress and additional financial burden and maximizing privacy and discretion. However, the expertise and tenacious drive of the lawyers at McClure Law Group are formidable factors when cases reach the courthouse. Collectively, the firm's lawyers have approximately 100 years of experience handling complex property cases, custody disputes, modifications, and pre and post-marital agreements. McClure is Board Certified in family law by the Texas Board of Legal Specialization and all partners have been named as Best in Dallas over the past couple of decades.

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JULIE H. QUAID

Quaid Farish, LLC., Family Law

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Julie Quaid is committed to helping clients prevent the destruction often associated with divorce by guiding them toward respectful, cooperative ways of divorcing. She works to achieve optimum results by helping clients focus on the future and protecting what is most important: children, relationships, and financial security. When *D Magazine* surveyed local lawyers to name the top female attorneys in North Texas, only Quaid was recognized for both Collaborative Divorce and Family Law. She was named Lawyer of the Year: CollaborativeLaw: Family Law Dallas/Ft. Worth for 2017 by *U.S. News and World Report*, Texas Super Lawyer 2011–2021 and Best Lawyers in America 2014–2022. Quaid Farish was recognized as Top-Listed Family Law in Dallas by Best Lawyers in America 2014–2022 and Top-Listed Collaborative Family Law for 2017–2022.

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Jeff Rasansky is listed among The Best Lawyers in Dallas by *D Magazine* and a 16-time Texas Super Lawyer in *Texas Monthly*. He represents individuals and families in catastrophic injury and death cases involving auto/trucking accidents, birth injuries, medical malpractice, and defective and dangerous products. In addition, Rasansky and his law firm represent clients on a contingency and/or hybrid-fee basis in complex business litigation including contract claims, insurance disputes, breach of fiduciary duty, deceptive trade practices, and fraud. Print and television reporters regularly rely on Rasansky for his views on today's significant legal events.

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Christian Johnson is the branch manager of the Park Cities location for Caliber Home Loans. He has more than two decades of mortgage experience, listening to customers' needs, and determining the right path for mortgage success. He cultivates and builds strong, long-lasting relationships with clients and is committed to providing high-touch personal service.

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TRIANGLE BUSINESS JOURNAL

Date: Thursday, September 08, 2022
Location: RALEIGH, NC
Circulation (DMA): 16,304 (24)
Type (Frequency): Magazine (W)
Page: 8
Section: Main
Keyword: Park Central Apartments

TRIANGLE BUSINESS JOURNAL

ON **REAL ESTATE** KAYLI THOMPSON

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MIDTOWN RALEIGH

KANE PLANS MORE NORTH HILLS TOWERS

New project would rise next to Advance Auto Parts tower

Kane Realty Corp. is preparing to build another luxury high-rise in North Hills as the district continues to be transformed.

Newly filed site plans with the city reveal the Raleigh-based real estate company is planning a 2-tower mixed-use development with over 600 residential units next to the 20-story Advance Auto Parts Tower in the North Hills Park District on the east side of Six Forks Road.

Kane Realty has filed site plans for the development at 4006 Market at North Hills Street along the Interstate 440 exit ramp. The development will be a single building with towers holding multifamily, retail and restaurant space – one tower with 27 floors and one with 23 floors. The project includes eight levels of structured parking.

Phase One is slated to start construction next summer and will include the structured parking and the 23-floor tower with 354 units. There is no start date for Phase Two yet, but Kane Realty is anticipating completion of the entire project 24 months after the start of Phase One. Phase Two will be construction of the 27-floor tower with 268 units. Units will be a mix of studio, one-, two- and three-bedrooms.

Kane officials declined to give an estimated cost for the project, saying it's still early in the design and planning stages.

Some retail space may be divided to make room for more tenants if the interest is there and it can be accommodated. The project totals 887,129 square feet. Site plans indicate there will be 142 studio units, 272 one-bedroom, 178 two-bedroom and 20 three-bedroom units. Community amenities will include typical Kane Realty features such as a pool, club room, fitness center and coworking space.

The property is 2.65 acres and is currently a parking lot assessed at just under $7 million. Across the street are the Park Central North Hills apartments and Midtown Plaza is to the east. The project is also near Kane's recently completed 36-story luxury high-rise named The Eastern, which has penthouses priced at $7,000 per month and up.

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Account: 24272 (367)
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September 08, 2022 PRINT

Triangle Business Journal (56-000)

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TRIANGLE BUSINESS JOURNAL

Date: Thursday, September 08, 2022
Location: RALEIGH, NC
Circulation (DMA): 16,304 (24)
Type (Frequency): Magazine (W)
Page: 8
Section: Main
Keyword: Park Central Apartments

KANE REALTY

▲ *Rendering of two high-rise towers on top of structured parking in a new North Hills project from Kane Realty*

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-8587
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Houston Business Journal

HOUSTON BUSINESS JOURNAL

Date: Thursday, September 08, 2022
Location: HOUSTON, TX
Circulation (DMA): 18,824 (8)
Type (Frequency): Magazine (53Y)
Page: 14
Section: Main
Keyword: 1800 Boring

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Monthly Visits **31.6K**

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AUSTIN BUSINESS JOURNAL

Date: Thursday, September 01, 2022
Location: AUSTIN, TX
Circulation (DMA): 16,687 (38)
Type (Frequency): Magazine (W)
Page: 14,16
Section: Main
Keyword: 515 Congress

THE LIST

Compiled by Patricia Rogers
512-494-2527
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AUSTIN-BASED PRIVATE COMPANIES

RANKED BY TOTAL REVENUE IN 2021

Rank	Business name (Prior rank) Website	Address	Total revenue 2021	Austin-area employees 2022	Services or products offered	Locations: Local/ Total	Year est. in Austin HQ city	Top local executive
1	Arrive Logistics arrivelogistics.com	7701 Metropolis Dr, Bldg. 15 Austin 78744	$1.6 billion	1,038	Freight logistics company that connects shippers to freight carriers and brokers	1 3	2014 Austin	Matt Yuen, CEO
2	McCoy's Building Supply (2) mccoys.com	13989 N I-35 San Marcos 78666	$1 billion	549	Building supply retailer for consumers and professional builders and remodelers	9 85	1922 San Marcos	Morgan McCoy Jones, CEO
3	Texas Mutual Insurance Co. (2) texasmutual.com	2200 Ridgepoint Dr. Austin 78723	$957.3 million	670	State's largest provider of workers' compensation insurance committed to building a stronger, safer Texas	1 4	1992 Austin	Richard Ecrolaire, President/CEO
4	Netspend Corp.[2] (3) netspend.com	Cardholder Austin	$886.4 million	700	Provides prepaid debit cards and commercial payroll card options serving underbanked consumers	1 1	1999 Austin	Kelley Rasbam, President
5	Continental Automotive Group (2) cagroup.com	6757 Airport Blvd. Austin 78752	$758.02 million	678	Manufacturer of sensors and automotive systems for Austin INFINITI, Austin Subaru, Fiat Tesla, Hertz, and Mercedes-Benz of Austin	5 7	1986 Austin	Brian Hardeman, Principal, Continental Auto Group[3]
5	HHS LLC (2) hhs1.com	12490 Silver Creek Rd. Cleveland Springs 78620	$688 million	178	Housekeeping, janitorial, food/dining services, facility management, engineering, transportation, environmental, healthcare risk management, construction management	1 1	1979 Cleveland Springs	Bobby Floyd, CEO/ Chairman
7	CarbonBetter LLC (2) carbonbetter.com	2320 E. Cesar Chavez St. Austin 78702	$632.92 million	20	Sustainability and decarbonization services; clean energy and carbon offset procurement; energy logistics	1 1	2012 Austin	Tri Vo, CEO
8	Four Hands LLC (3) fourhands.com	2590 Briarcrest St Austin 78704	$454.61 million	492	2,900+ styles in 7 genres (living, dining, outdoor, and everything in between, including art, all of which offers a cohesive, elevated design aesthetic	6 11	1996 Austin	Matthew Briggs, President/CEO
9	Enverus (2) enverus.com	2901 Via Fortuna 300 Austin 78746	$429.3 million	223	Enverus is the leading energy SaaS company delivering Mighty Technics, insights and unrivaled peace of mind that empower customers to make decisions that increase profit	2 22	1999 Austin	Jeff Hughes, CEO
10	Austin Regional Clinic PA (3) austinregionalclinic.com	6210 E. Hwy. 290, #100 Austin 78723	$401.24 million	1,190	Multispecialty and urgent care medical care, including family medicine, pediatrics, internal medicine and 15 specialties	33 33	1968 Austin	Ann Hagheman, CEO
11	Hellas Construction Inc. (2) hellasconstruction.com	12200 W. Parmer Ln. Austin 78613	$389.11 million	122	Sports facility construction and synthetic surfaces turf installation for field, track and tennis, track and maintain	5 10	2001 Austin	Reed Sexton, CEO
12	Milestone Community Builders (2) mymilestone.com	2100 Northland Ave. Austin 78756	$302 million	222	Specializing in community development and home building	1 1	2009 Austin	Garrett Martin, CEO
13	MW Builders (2) mwbuilders.com	3717 Helen Way Pflugerville 78660	$345.19 million	54	Pre-construction, design-build, general construction, and construction management services	1 1	1971 Pflugerville	Jason Dalhagn, VP, Austin[4]
14	Embree Group[5] (2) embreegroup.com	4747 Williams Dr. Georgetown 78633	$251.93 million	230	Build-to-suit developer, construction contracts and capital markets advisory services	1 3	1979 Georgetown	Jim Embree, Owner/CEO
15	White Construction Company (2) whiteconst.com	2701 Rio Grand St. #250 Austin 78705	$246.64 million	60	General contracting, management, design/build	1 4	1961 Austin	Kent White, Chairman
16	Virtex (3) virtex.us	12345 N. I-35 Bldg. A Austin 78753	$220.1 million	140	Electronic manufacturing and design, supporting industrial, medical, mil-aero and automotive OEMs; performs PCBA assembly, system build, test and supply chain services	1 8	1999 Austin	Brad Hobbs, President/ CEO
17	American Constructors (2) americanconstructors.com	11200 N. Parmer Ln. #200 Austin Park 78613	$212 million	122	Commercial construction manager and general contractor firm specializing in industrial and custom public and private construction	1 1	1962 Cedar Park	Marty Burger, CEO
18	SAM Companies (2) sam.biz	4601 Spicewood Springs Bldg. 2-100 Austin 78759	$194.7 million	331	Surveying, mapping, geospatial, GIS, BIM, subsurface utility engineering, utility coordination, construction phase services	3 35	1991 Austin	Christopher Solomon, President/CEO
19	Pearlstone Partners LLC (3) pearlstonepartners.com	2121 Old Bee Caves Rd. Austin 78703	$187 million	16	Real estate development, investment, construction management	1 1	2018 Austin	Robert Lee, CEO
20	Journeyman Group (2) journeymangroup.com	11044 N. Lamar Trail #400 Austin 78753	$153.12 million	115	Development and construction of luxury class A multi-family communities; luxury apartments, senior assisted living/ memory care facilities	1 1	1996 Austin	Kurt Gall, President, JG Residential
21	HealthTronics Inc. (3) healthtronics.com	9033 Spectrum Dr. Bldg. 3 Austin 78717	$153 million	124	Mobilizes and operates medical equipment and services, including lasers, crystalline, ultrasound, and lithotripsy for healthcare providers throughout the U.S.	1 12	1959 Austin	Bill Lytle, CEO
22	Airco Mechanical (3) aircomechanical.com	1090 S. I-35 Round Rock 78681	$150.31 million	107	Mechanical contracting, with specialties in commercial and residential service groups serving Central Texas	1 2	1981 Round Rock	Chip Chancellor, President
23	Freedom Solar Power (2) freedomsolarpower.com	4001 Freidrich Ln. #100 Austin 78744	$146.1 million	200	Residential and commercial solar installer born & bredin Texas, helping tens of thousands of customers achieve energy independence and saving $$ generating their own power	1 10	2007 Austin	Brett Baggett, CEO
24	Lion Street (3) liondeal.com	515 Congress Ave. 2500 Austin 78701	$133.22 million	64	M&A insurance broker-dealer; sell-side/buy-side/recap transactions; shareholder gains, business transitions, estate planning, succession, private placements, primarily in fintech, financial services, and technology	1 no	2018 Austin	Bob Carter, Founder/CEO
25	Epiphany Dermatology (2) epiphanydermatology.com	6001 Travis Ranch Rd. Austin 78730	$132.35 million	60	PLA-service dermatology practice that treats all conditions of the skin, hair, and nails	1 65	2014 Austin	Gheorghe Pasca, CEO

1 SAM has 35 users, 1 destination system, and 7 in-house facilities across these states.
2 Sky Climb Inc. as of Aug. 1 that it has agreed to sell out the footprint-consulting business from Seismic-based Global Payments Inc. for $3 billion in cash. The deal is expected to close in the first quarter of 2022.
3 Continental Automotive Group includes the aftermarket office in Austin under Hertz. Brian Hardeman and Tom Continental Electric Inc. is led by Bill Hardeman and Continental Electric Inc., is led by Tim Shank. Jay Anderson is in-house counsel.
4 Mr. Dalhagn also leads MW's operations in Houston, Austin/Dallas/Midland/Tarrant City (based in Kansas City.)
5 Embree Group reflects combined revenue of three companies under the Embree umbrella: Development Group, Construction Group and Capital Markets Group.

CLOSER LOOK

$12.7B
total combined revenue of the top 50 businesses for 2021. Its comparable, last year's companies had $97 billion in combined revenue for 2020.

11,876
Approximate number of people employed in the Austin area by top 50 companies.

ABOUT THE LIST
Sources: ABJ survey and company websites. Information provided by company representatives and could not be independently verified by the Austin Business Journal. Only firms that were asked to register for information are included.

The following firms were on the list last year but did not participate this year.

- Aspen Heights Partners
- Keller Williams Realty Inc.
- ARC Home & Kitchen[1] (was Clean Source LP
- The Burt Group Inc.
- Alpha Paving Industries
- 191 Steel & Lube Services & Investments
- Austin Capital Bank
- Radiant Plumbing & A/C
- Prendaire Consulting
- Dropoff Inc.
- Golf Cart King
- ART Logistics

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September 01, 2022 PRINT

Austin Business Journal (56-000)

Monthly Visits **58K**

Monthly Visits

AUSTIN BUSINESS JOURNAL

Date: Thursday, September 01, 2022
Location: AUSTIN, TX
Circulation (DMA): 16,687 (38)
Type (Frequency): Magazine (W)
Page: 14,16
Section: Main
Keyword: 515 Congress

THE LIST

Compiled by Patricia Rogers
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AUSTIN-BASED PRIVATE COMPANIES

RANKED BY TOTAL REVENUE IN 2021

Rank	Business name (Prior rank) / Website	Address	Total revenue 2021	Austin-area employees 2022	Services or products offered	Locations: Local/ Total	Year est. in Austin MO city	Top local executive
26	**AffiniPay** affinipay.com	3700 N. Capital of Texas Hwy. #300 Austin 78746	$120.36 million	274	Payment processing software for associations offering associations and practitioner-as-a-service for professional memberships	1 / 1	2005 Austin	Eric Armstrong, CEO
27	**Open Mortgage LLC** openmortgage.com	14301 W. Hwy 290 #1300 Austin 78737	$119 million	43	Purchase of mortgage, including conventional, FHA, VA and reverse mortgages	1 / 81	2014 Austin	Scott Gordon, CEO
28	**Joe Bland Construction LP** joebland.construction.com	13111 Dessau Rd. Austin 78754	$113.21 million	375	General contractor specializing in subdivisions; site improvements; spa tenant slice work; highway/bridge construction; utility distribution systems; earthwork; concrete	1 / 1	1996 Austin	Joe Bland, President
29	**Talroo** talroo.com	6433 Champion Grandview Way Bldg 2-200 Austin 78750	$108.61 million	n/a	Pay-Per-Application job search engine	1 / 1	2013 Austin	Todd Price, CEO
30	**Chasco Constructors Ltd. LLP** chasco.com	2601 S. Old Settlers Blvd. Round Rock 78665	$90 million	310	General contracting and construction management, including site work, concrete and underground utilities	1 / 1	1979 Round Rock	Chuck Claus, President
31	**Bild LLC** bild.com	2700 W. Anderson Ln. #706 Austin 78757	$85 million	n/a	Construction finance company offering progress-based financing to contractors	1 / 2	2018 Austin	Chris Doyle, CEO
32	**ESO** eso.com	11500 Alterra Pkwy #800 Austin 78758	$83.3 million	178	Using data to connect health care and public safety ecosystem to help first responders and front-line workers improve patient care from 911 call to post-hospital treatment	1 / 7	2004 Austin	Chris Billie, President/ CEO
33	**Restore Hyper Wellness** restorecute.com	3001 S. Congress Ave. Ste. C 200 Austin 78704	$62 million	250	Proter Wellness services; license for proprietary, 7-step, mild hyperbaric oxygen therapy; cryotherapy; infrared sauna; red light therapy; compression; float studio	6 / 156	2015 Austin	Jon Isaacs[1], Co-Founder/CEO[1]
34	**American Eagle Protective Services** americaneagle.com	901 Crystal Falls Pkwy. Leander 78641	$75.22 million	50	Gen'l contractor offering security; facilities maintenance; hospital maintenance; fencing and work dispatch	3 / 20	2002 Leander	Dan Walker, CEO[2]
35	**Kidd Roofing** kiddroof.com	1212 E. Anderson Ln. #700 Austin 78752	$72.73 million	130	Roofing contractor specializing in residential and commercial new construction; reroofing services; solid building and gutters	1 / 5	1952 Austin	Nancy Lucas, CEO
36	**StoryBuilt** storybuilt.com	900 S. First St. #110 Austin 78704	$71.96 million	150	Urban infill real estate development firm	1 / 5	2006 Austin	Anthony Soto, Ryan Steppenbeck, Managing members
37	**Structura Inc.** structurainc.com	9317 Mitchell Rd. Austin 78758	$68.57 million	70	General contractor for new builds, interior/exterior renovations; corporate; health care; industrial; civic; retail; tech; residential; financial	1 / 3	2006 Austin	Rusty Morgan, President
38	**Flix Brewhouse Round Rock** flixbrewhouse.com	2200 S. I-35 Bldg. B Round Rock 78681	$65 million	130	Movies, food, drinks and brewed-on-premises craft beer	1 / 9	2010 Round Rock	Chaney Robertson, President
39	**Lott Brothers Construction Co. Ltd.** lottbrotherscc.com	406 N. Lee St. #201 Round Rock 78664	$64 million	54	General contractor with 20+ experience in health care, office, education, residential and commercial construction	1 / 1	1968 Round Rock	Justin Lott, Fo Shee/CEO
40	**Basic IDIQ** basicidiq.com	10713 N. IH 35 B2E Bldg. F-822 Austin 78720	$58 million	47	Regional construction manager for IDIQ contracts	1 / 9	2007 Austin	Harlan "Robbie" Roberts, President
41	**Trimbuilt Construction Inc.** trimbuilt.com	P.O. Box 80169 Austin 78708	$55.47 million	60	Construction services; tenant finish/build out, ground-up and drywall subcontractor	1 / 1	1984 Austin	Larry Puckett, President/ Owner
42	**Alpha One Motors** alphaonemotors.com	2308 Double Creek Drive Suite 270 Round Rock 78664	$53 million	11	Alpha One Motors is a family-owned, boutique dealership that offers luxury, performance and exotic vehicles	1 / 1	2019	Michael Handzo, President and Co-Founder
43	**BryComm LLC** brycomm.com	8051 Neo Technology Blvd. Austin 78754	$49 million	181	Network cabling; durable plant cabling; security; A/V; DAS	1 / 3	2008 Hutto	Cory Brymer, Founder/ CEO
44	**Marcos Technologies LLC** marcostechnologies.com	1013 Springdale Rd. Bldg. B, Ste. A Austin 78721	$45.73 million	12	Cloud-based tracking platform connecting people buyers and sellers that offers pricing optimization, logistics, financing, and compliance services	1 / 1[3]	2017 2017	Billy Wilkerson, CEO
45	**Conversion Logix LLC** conversionlogix.com	1921 Lohman's Crossing Rd. #200 Lakeway 78734	$45.58 million	87	Lead generation tools and multichannel campaigns across search, email, social, display, and video channels	1 / 2	2019 Lakeway	Andrew Cocortint, President/COO (Seattle)
46	**Ashby Signature Homes LLC** ashbysignature.com	2828 Williams Dr. #103 Georgetown 78633	$45.47 million	88	Custom home builder serving Georgetown and the greater Central Texas area	1 / 1	2017 Georgetown	Nann Ashby, President
47	**SKO** skoteam.com	4501 E. Seventy St. Bldg. N-100 Austin 78744	$45.02 million	68	Small commercial productivity workplace consulting/change management, architectural products, integrated tech, sound masking, cat toys/metal/g ergonomic furniture	1 / 2	1996 Austin	Beth Gatt McMillan, CEO
48	**Aspire Allergy & Sinus** aspireallergy.com	9721 Hebron Dr. #220 Austin 78731	$45 million	135	Allergy testing and treatments; sinus procedures; extraction of allergy drops to Gone at Texas in 2012 and the EXACT immunotherapy procedure in 2013	7 / 63	2012 Austin	Allie Thompson, CEO
48	**Intora Inc.** intora.com	9000 Cross Hills Trail #3000 Austin 78759	$45 million	73	Hydrogeology; water quality for industrial, energy and mining) and public clients; aquifer testing; permits; remediation; risk assessment; remediation; air quality; geochemistry; geologic solution	1 / 15	1985 Austin	Mark Lorenzo, CEO
50	**Corvia** corvia.com	6300 Bridge Point Pkwy. Bldg. 3-310 Austin 78730	$42.8 million	54	Payment processing software and merchant services	1 / 1	2018 Austin	Chad Ancona, CEO

[1] Restore Hyper Wellness; Jon Isaacs (CEO), Co-founder.

[2] ACPS; Alex Emily H Walker, co-founder and board member.

▸ CLOSER LOOK

THE NEXT TEN

Company	Revenue
Flynn Construction	$46M
Pushnami	$38.5M
Proximity Learning	$33.22M
Learn Technologies	$35.03M
Oak Rocket	$33.03M
Growth Acceleration Partners	$32.20M
Simply NLO	$31.37M
Pro Steam Team	$31.02M
Sofcon Systems	$21M
SITE Design	$20.9M
Eligo Health Research	$19.53
McGarrah Jessee	$7M
Neos Consulting Group	$25.5M
Frontier Bank of Texas	$23.42M
Atmosphere	$20.1M

ABOUT THE LIST

Source: 2021 surveys and and company websites. Information provided by company representatives and could not be independently verified by the Austin Business Journal. Only firms that responded to request for information are included.

Beyond the top 25: Subscribers can view additional companies online at austinbusinessjournal.com/.

NEED A COPY OF THE LIST? Interested in obtaining a press kit or marketing package to highlight your ranking? Contact Alexis Caldwell at 512-494-2514 or acaldwell@bizjournals.com.

WANT TO BE ON THE LIST? Email Patricia Rogers at progers@bizjournals.com

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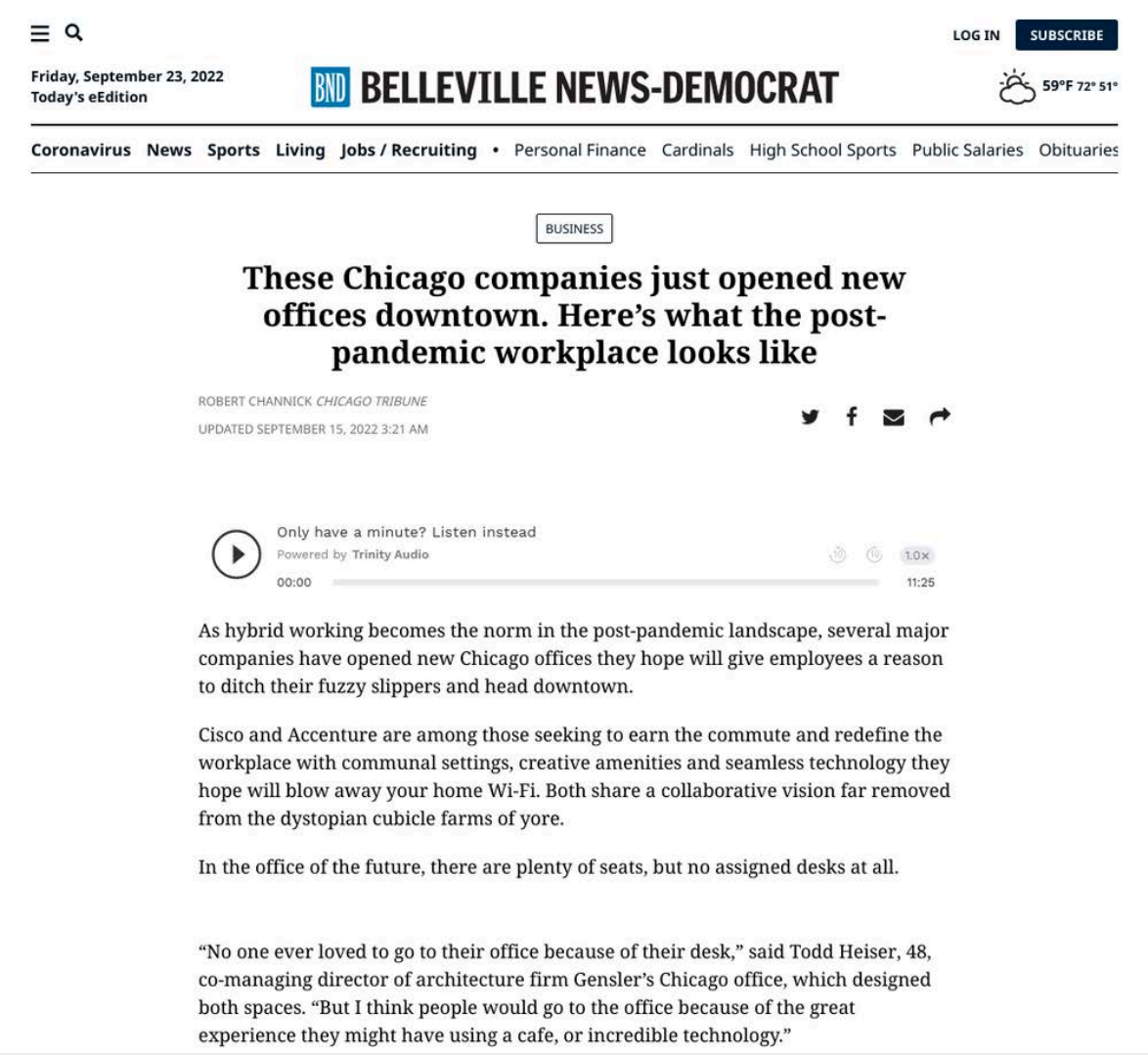
Belleville News- Democrat

Read today's latest news, headlines and updates from Belleville, Illinois and the Metro East. Stay up to date on crime, politics, local business and the economy.



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Friday, September 23, 2022
Today's eEdition

BELLEVILLE NEWS-DEMOCRAT

59°F 72° 51°

Coronavirus News Sports Living Jobs / Recruiting • Personal Finance Cardinals High School Sports Public Salaries Obituaries

BUSINESS

These Chicago companies just opened new offices downtown. Here's what the post-pandemic workplace looks like

ROBERT CHANNICK *CHICAGO TRIBUNE*

UPDATED SEPTEMBER 15, 2022 3:21 AM

Only have a minute? Listen instead

Powered by Trinity Audio

1.0×

00:00 11:25

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September 15, 2022 ONLINE

Belleville News-Democrat (56-000)

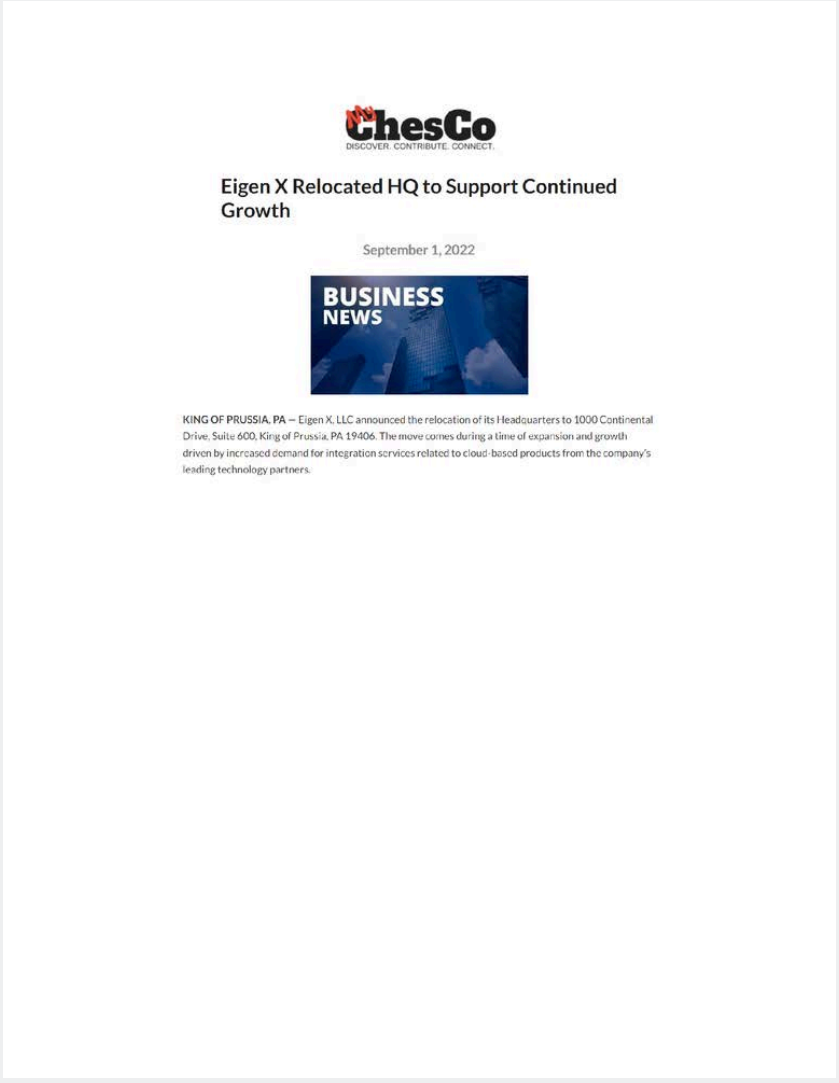
bnd.com/news/business/article26584526...

Monthly Visits **43.1K**

Monthly Visits

MyChesCo

Local news and information for Chester County, Pennsylvania. Get local news headlines, weather, traffic, entertainment, lifestyle and more on MyChesCo.



MyChesCo
DISCOVER. CONTRIBUTE. CONNECT.

Eigen X Relocated HQ to Support Continued Growth

September 1, 2022

KING OF PRUSSIA, PA – Eigen X, LLC announced the relocation of its Headquarters to 1000 Continental Drive, Suite 600, King of Prussia, PA 19406. The move comes during a time of expansion and growth driven by increased demand for integration services related to cloud-based products from the company's leading technology partners.

September 01, 2022 ONLINE

My Ches Co (56-000)

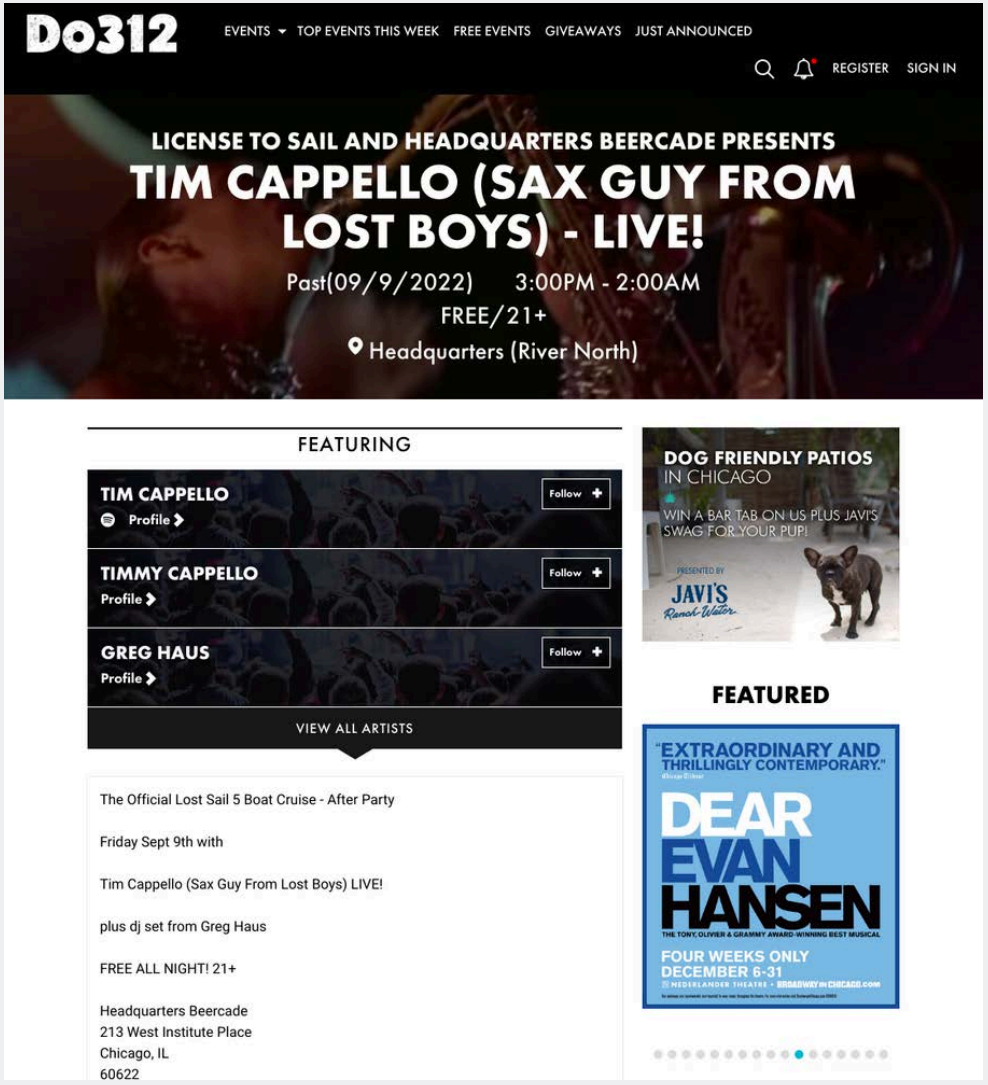
mychesco.com/a/news/regional/eigen-x-r...

Monthly Visits **2.85K**

Monthly Visits

Do312

Chicago - Do312 is What to do in Chicago.



September 09, 2022 ONLINE

Local Loop / Do312 (56-000)

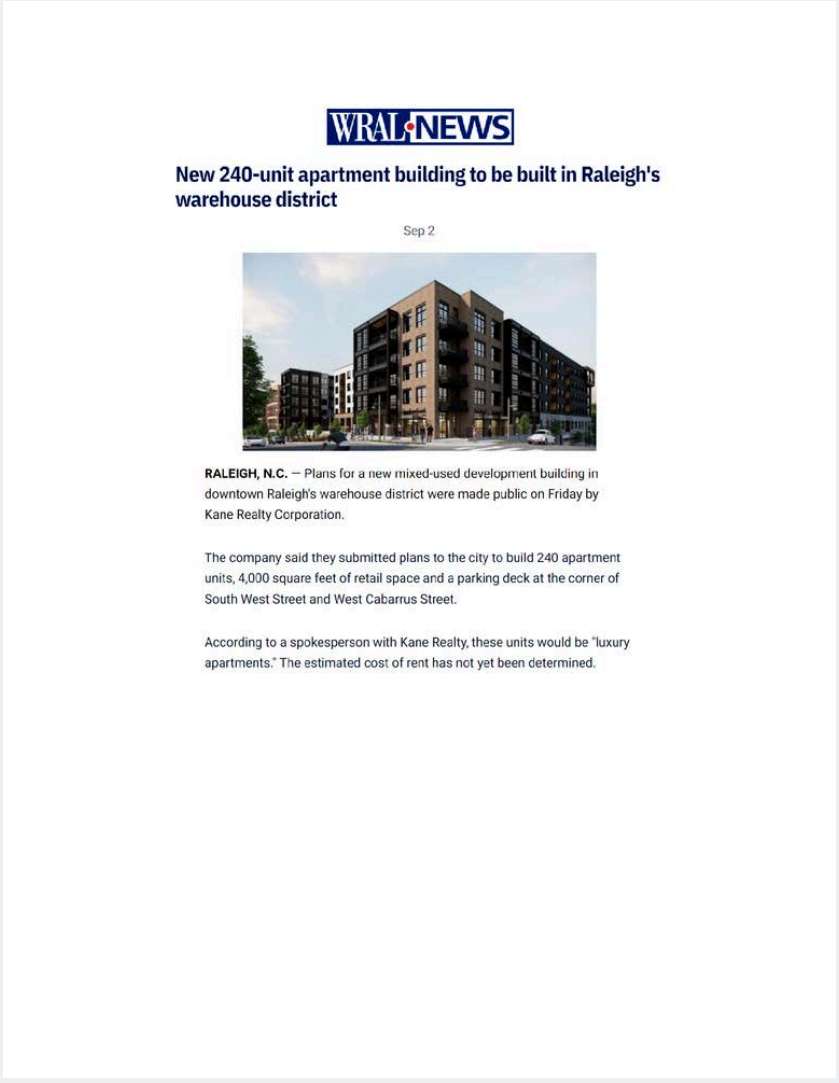
do312.com/events/2022/9/9/tim-cappello...

Monthly Visits **28.5K**

Monthly Visits

WRAL News

Get local news, Doppler radar images, weather forecasts, traffic maps and cameras, sports scores, live newscasts, and video from WRAL.



WRAL NEWS

New 240-unit apartment building to be built in Raleigh's warehouse district

Sep 2

RALEIGH, N.C. – Plans for a new mixed-used development building in downtown Raleigh's warehouse district were made public on Friday by Kane Realty Corporation.

The company said they submitted plans to the city to build 240 apartment units, 4,000 square feet of retail space and a parking deck at the corner of South West Street and West Cabarrus Street.

According to a spokesperson with Kane Realty, these units would be "luxury apartments." The estimated cost of rent has not yet been determined.

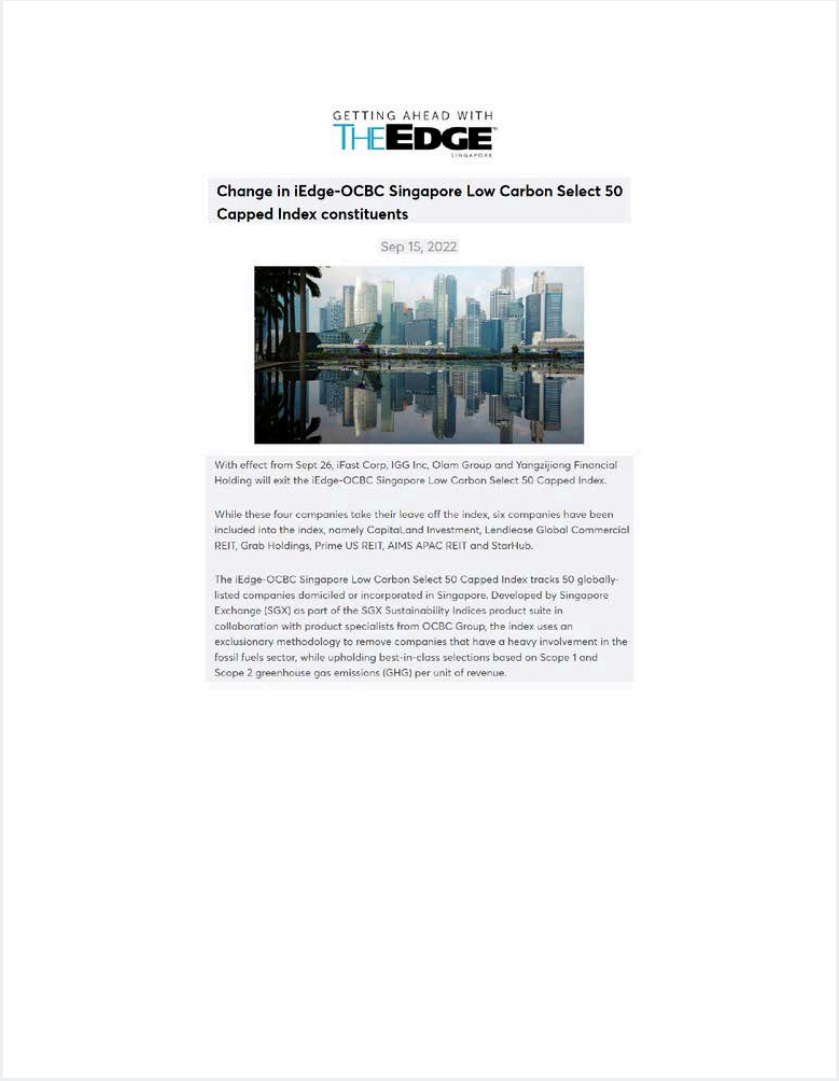
September 02, 2022 ONLINE

WRAL News (56-000)

wral.com/new-240-unit-apartment-buildin...

Monthly Visits **640K**

Monthly Visits



GETTING AHEAD WITH THE EDGE SINGAPORE

Change in iEdge-OCBC Singapore Low Carbon Select 50 Capped Index constituents

Sep 15, 2022

With effect from Sept 26, iFast Corp, IGG Inc, Olam Group and Yangzijiang Financial Holding will exit the iEdge-OCBC Singapore Low Carbon Select 50 Capped Index.

While these four companies take their leave off the index, six companies have been included into the index, namely CapitaLand Investment, Lendlease Global Commercial REIT, Grab Holdings, Prime US REIT, AIMS APAC REIT and StarHub.

The iEdge-OCBC Singapore Low Carbon Select 50 Capped Index tracks 50 globally-listed companies domiciled or incorporated in Singapore. Developed by Singapore Exchange (SGX) as part of the SGX Sustainability Indices product suite in collaboration with product specialists from OCBC Group, the index uses an exclusionary methodology to remove companies that have a heavy involvement in the fossil fuels sector, while upholding best-in-class selections based on Scope 1 and Scope 2 greenhouse gas emissions (GHG) per unit of revenue.

September 15, 2022 ONLINE

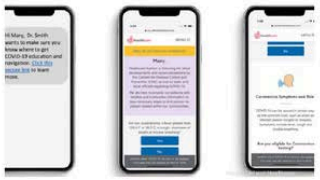
The Edge Singapore (56-000)

theedgesingapore.com/news/environme...

Monthly Visits **14K**

Monthly Visits

Chicago Inno



Upfront Healthcare's software

September 13, 2022

Upfront, a Chicago health-care technology startup, continues to raise money despite a slowdown in venture capital funding across the country.

The global digital health funding market in particular has cooled. It hit $10.4 billion in the first quarter of 2022, which was down 36% from the previous quarter and down 60% quarter-over-quarter, CB Insights' State of Digital Health 2021 Report showed.

But Upfront raised $11.5 million in a Series B funding round in November 2020 and recently announced it raised $10.5 million in oversubscribed Series C funding, which will be used to accelerate growth.

The Series C financing was led by Baird Capital, Echo Health Ventures and First Trust Capital Partners, with additional participation from existing investors that included LRVHealth, Hyde Park Venture Partners and Nashville Capital Network.

The funding comes on the heels of Upfront's strategic acquisition of PatientBond, a platform for consumer science for health care.

Now in more than 4,000 health-care locations, Upfront provides a digital platform that helps patients navigate the health care system.

Launched by Ben Albert and Carrie Kozlowski in 2016, Upfront's software analyzes visits at health care facilities. The platform transforms the way health care is delivered using data science and helps providers generate scheduling and logistics improvements that can make them more efficient and profitable.

With an office located in Accenture Tower at 500 W. Madison, Upfront has more than 200 employees globally and is hiring aggressively at most client-facing roles across the company.

Albert, who is Upfront's CEO, wants Upfront to grow 50% in the next six months as well as grow its Chicago presence.

"Chicago is a great city to build a health-care technology business. We have access to amazing talent here and have a foundation in the community that enables us going forward," he said. "We've doubled year-over-year for the last three years and we don't see that trend slowing down."

September 13, 2022 PRINT

Chicago Inno (56-02105)

bizjournals.com/chicago/inno/stories/new...

Monthly Visits **4.04K**

Monthly Visits

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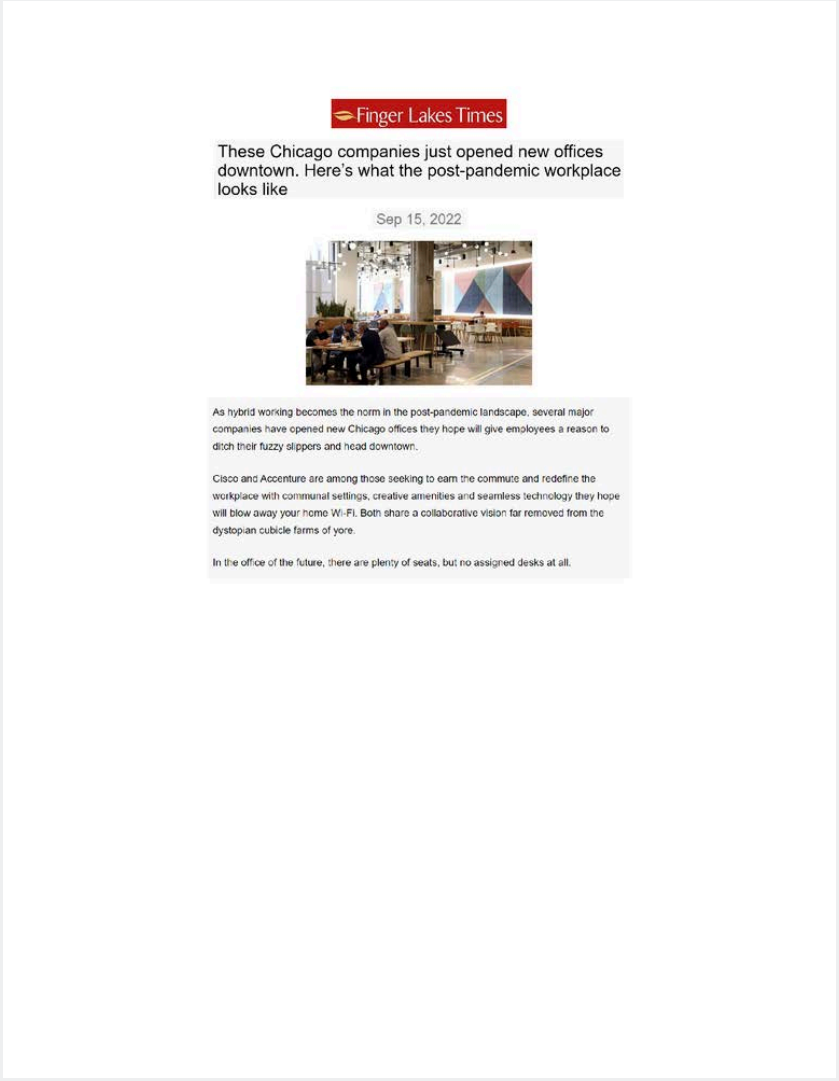
Finger Lakes Times



Finger Lakes Times

These Chicago companies just opened new offices downtown. Here's what the post-pandemic workplace looks like

Sep 15, 2022

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Cisco and Accenture are among those seeking to earn the commute and redefine the workplace with communal settings, creative amenities and seamless technology they hope will blow away your home Wi-Fi. Both share a collaborative vision far removed from the dystopian cubicle farms of yore.

In the office of the future, there are plenty of seats, but no assigned desks at all.

September 15, 2022 ONLINE

Finger Lake Times (56-000)

fltimes.com/news/nation/these-chicago-c...

Monthly Visits **15.8K**

Monthly Visits

Idaho Statesman

Follow the latest news and headlines from Boise, Idaho. Enjoy local journalism covering businesses and communities in the Treasure Valley and Meridian area.

Idaho Statesman

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September 15, 2022 ONLINE

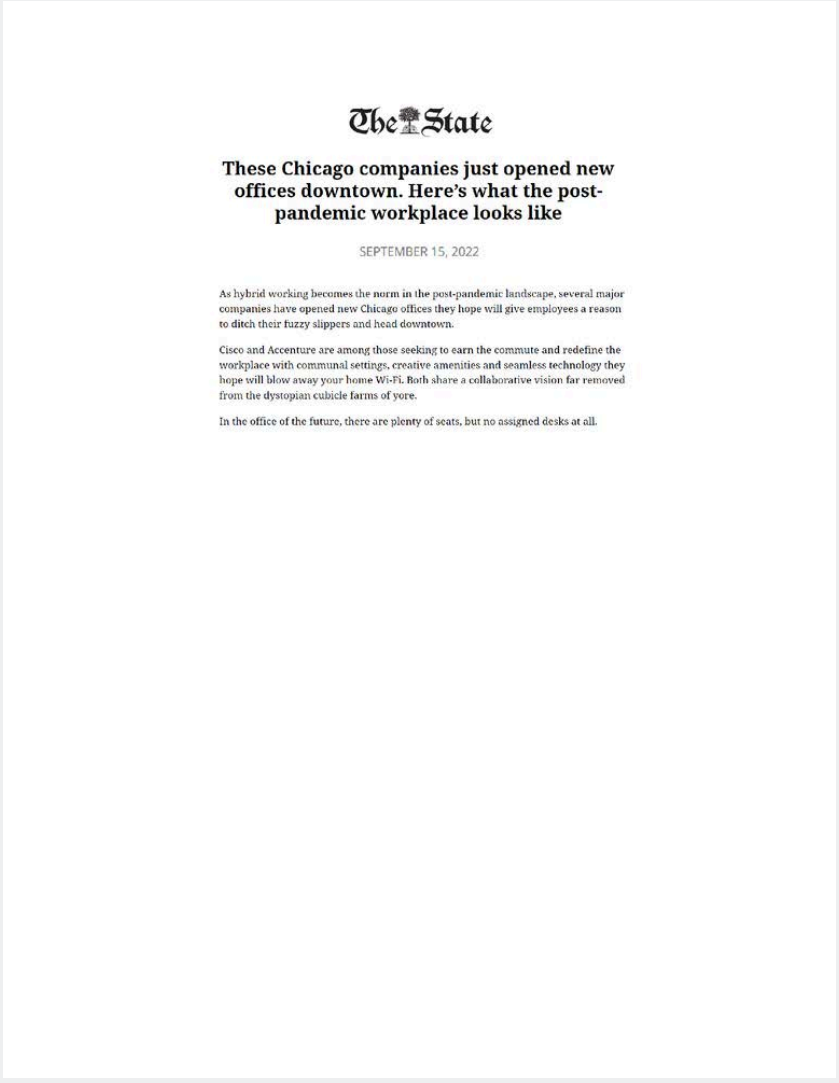
Idaho Stateman (56-000)

idahostatesman.com/news/business/articl...

Monthly Visits **64.4K**

Monthly Visits

The State



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September 15, 2022 ONLINE

The State (56-000)

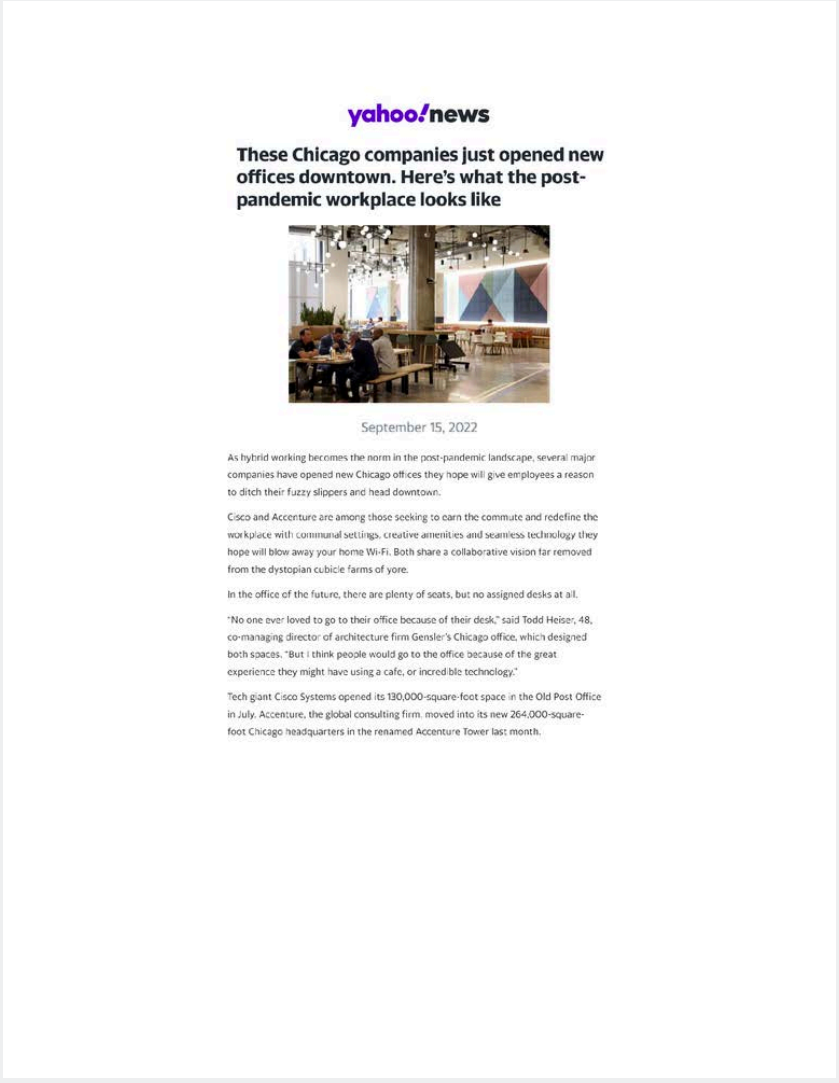
thestate.com/news/business/national-bus...

Monthly Visits **124K**

Monthly Visits

Yahoo! News

The latest news and headlines from Yahoo! News. Get breaking news stories and in-depth coverage with videos and photos.



yahoo!news

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Tech giant Cisco Systems opened its 130,000-square-foot space in the Old Post Office in July. Accenture, the global consulting firm, moved into its new 264,000-square-foot Chicago headquarters in the renamed Accenture Tower last month.

September 15, 2022 ONLINE

Yahoo! News (56-000)

news.yahoo.com/chicago-companies-just...

Monthly Visits **4.92M**

Monthly Visits

Chicago Tribune

Chicago Tribune: Your source for Chicago breaking news, sports, business, entertainment, weather and traffic

Chicago Tribune

These Chicago companies just opened new offices downtown. Here's what the post-pandemic workplace looks like.

Chicago Tribune · by Robert ChannickChicago TribuneSep 14, 2022 at 5:00 am

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September 14, 2022 ONLINE

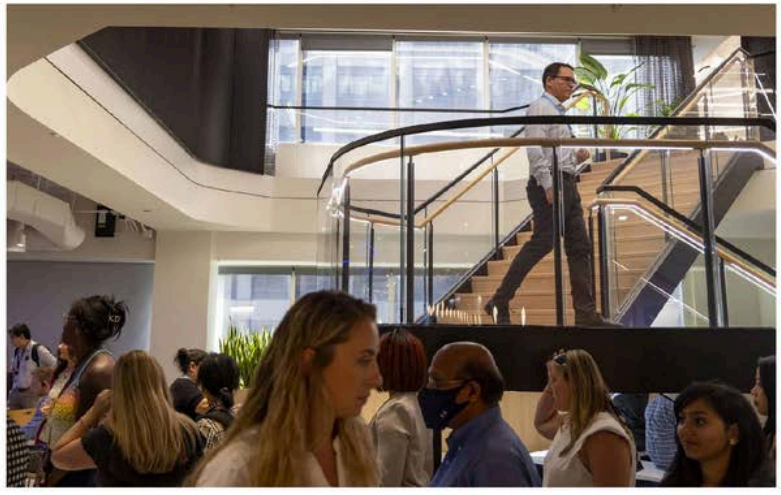
Chicago Tribune (56-000)

chicagotribune.com/business/ct-biz-post-...

Monthly Visits **1.34M**

Monthly Visits

Employees work with a skyline view inside Accenture's new offices on Aug. 30, 2022, at 500 W. Madison St. in the West Loop. The global consulting firm moved into its new 264,000-square-foot Chicago headquarters in the renamed Accenture Tower in August. (Brian Cassella / Chicago Tribune)



Employees walk through Accenture's new offices in Chicago's West Loop on Aug. 30, 2022. (Brian Cassella / Chicago Tribune)

Tech giant Cisco Systems opened its 130,000-square-foot space in the Old Post Office in July. Accenture, the global consulting firm, moved into its new 264,000-square-foot Chicago headquarters in the renamed Accenture Tower last month.

The openings follow Meta/Facebook, which launched its new Loop headquarters in June, covering 263,000 square feet across 11 floors at 151 N. Franklin St. In March, Edelman, the world's largest public relations firm, fully moved into its new 92,000-square-foot loft space in the Gogo building, a century-old former warehouse at 111 N. Canal St. in the West Loop.

The offices were conceived before the pandemic and reshaped during it to reflect the reality of a hybrid workforce. They offer such features as locally sourced cafes, rooftop desks, cozy nooks, sweeping views of the city and endless meeting rooms to reconnect with long-lost colleagues. Large video screens adorn the walls to loop in remote holdouts.

Hallway sinks, ubiquitous hand sanitizers, touchless doors and air purification systems stand ready to quash germs, while masks remain optional. Crowded elevators and other choke points make social distancing a distant memory, however.

Despite gleaming new facilities, the companies may have their work cut out for them luring employees back to the office after two-and-a-half years of remote working. Empowered by a robust labor market, employees have embraced the flexibility afforded by a home office, while companies have treaded lightly with mandates that they return to their corporate confines.

A McKinsey study published in June found that 58% of U.S. employees are able to work from home at least one day a week, while more than a third can be fully remote. That means 92 million employees have the option to work remotely for all or part of the week.

Given the option, nearly 9 out of 10 employees work remotely at least three days a week, according to the study.

That has translated into record downtown office vacancies in Chicago, with companies continuing to shed space as long-term leases come up for renewal. For the second quarter, vacancy rates in the central business district rose to 19.3%, while the Chicago metro ticked up to 21.6%, according to a Newmark report.

Things are getting a little busier at offices in recent months, as workers are "encouraged" to return more frequently. A study by Kastle Systems, which tracks entry badge swipes, found that the number of employees at Chicago office buildings is at 42.6% of pre-pandemic levels as of Aug. 31.

Tuesday and Wednesday are the busiest days for hybrid workers to hit the office, according to the study.

Early employee returns are modest but encouraging at Accenture, which has 710,000 employees worldwide and more than $50 billion in annual revenues.

Chicago houses the largest U.S. office for Accenture with 6,500 employees. In August, the company left its longtime home at 161 N. Clark St. and moved into its West Loop headquarters at 500 W. Madison St., taking over seven extensively renovated floors in the 40-story, Helmut Jahn-designed high-rise above the Ogilvie Transportation Center. The 10-year lease included naming rights.

Accenture, which got a foothold in the building with its 2013 acquisition of Acuity Group, announced its expansion plans in July 2019 — just months before the pandemic would scatter its workforce to remote home offices. The build-out incorporated the hybrid evolution.

"We knew it's going to be very rare that every meeting in the future has everybody in a room," said Jim Coleman, 56, senior managing director of Accenture's Chicago office. "We enhanced the tech a fair bit and we enhanced the collaboration capability."

A centerpiece of the new communal experience is a cafe featuring locally sourced, chef-prepared meals and flexible seating for up to 400 people. While meals run about $20 per person, Accenture has been offering free lunches as an introductory perk. A recent weekday lunch featuring panzanella salad and lemon caper chicken drew a long line of

hungry employees snaking out of the dining area and into the future home of an innovation hub.

Other amenities include murals by Chicago artists, a mothers suite with four private nursing rooms and a neighboring interfaith room. The office also features a broadcast studio rivaling network TV, where Accenture can livestream videos for remote employees and produce content for clients.

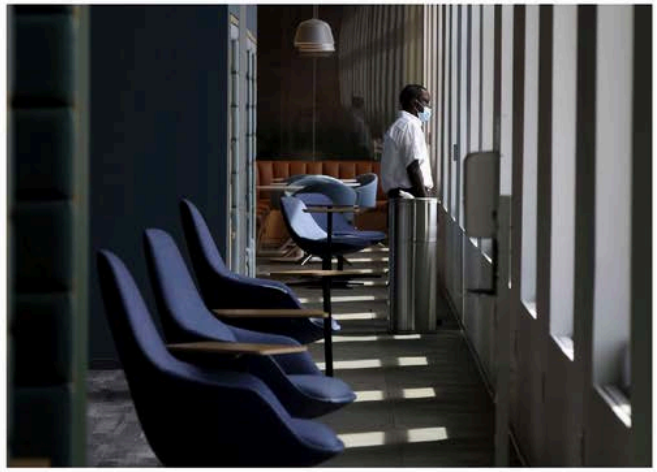
Open seating and meeting rooms are scattered in clusters with panoramic city views.

Since opening Aug. 15, Accenture has averaged about 700 to 1,000 employees in the office per day, or about 15% of the Chicago workforce, Coleman said. Accenture is encouraging but not mandating employees to come into the office. If everyone associated with the Chicago office showed up on any given day, there wouldn't be enough seats, or lemon caper chicken, to accommodate.

"We'd be in trouble," Coleman said. "I think our fire-coded number is 3,000 people."

Last summer, California-based Cisco Systems announced it was moving its main Chicago-area office from suburban Rosemont to the redeveloped Old Post Office at 433 W. Van Buren St., which has been a magnet for corporate relocations in the West Loop.

The repurposed, century-old building, which encompasses 2.5 million square feet of office and event space, reopened in fall 2019. Cisco occupies half of the seventh floor, which it christened with a party in July. The lease runs for 10 years.



A Cisco employee looks out a window of Cisco's new regional Midwest headquarters in Chicago's Old Post Office on Aug. 3, 2022. (Antonio Perez / Chicago Tribune)

A dining area at Cisco's new regional Midwest headquarters. Tech giant Cisco Systems opened its 130,000-square-foot space in the Old Post Office in July. (Antonio Perez / Chicago Tribune)

The sprawling office is filled with huddle rooms, break rooms, kitchens and conference rooms that recognize when you enter, reserving them in real time and instantly connecting you to the virtual world via giant video screens. In the real world, giant windows afford sweeping vistas of the Eisenhower Expressway, which bisects the building, creating an effect reminiscent of a tollway oasis.

The space is mapped out with sections named after Chicago neighborhoods. Cubicles and traditional offices are nowhere to be found, but there are 750 workstations spread across large open rooms. Seating is hot desk, or hotel style, with a green marker signifying the desk is clean and ready for new coffee spills.

There were plenty of spaces available on a recent weekday morning visit.

An interactive video touch-screen map senses how many people are in the office and where they are located. The busiest days, Tuesday and Thursday, might welcome about 200 of the 1,100 or so employees who call the Chicago office home base.

Christian Bigsby, senior vice president of workplace resources for Cisco, said the company is rationalizing its national real estate footprint for the post-pandemic landscape, with plans to reduce it by 30% over the next three years. The downsizing process began during the pandemic.

"We exited a lot of our sales offices, a lot of the locations that truly were just people-dependent, that we weren't able to use anyway, because we had sent everybody home," said Bigsby, videoconferencing from his North Carolina office. "We also took advantage of any other leases that were lapsing or places we thought we could reduce space."

A consolidated Midwestern hub for Cisco, the new Chicago office serves as an engineering talent center and a base for Meraki, a networking company it acquired in 2012. It's also a sales center to showcase products for customers.

Daily attendance is not mandated or expected, Bigsby said.

"They're not going to come there out of habit anymore, they're going to come there more for events and for purpose," Bigsby said. "We don't believe there's a lot of people in the company that are going to wake up earlier, wear different clothing, groom differently, commute for an hour to show up and be by themselves."

Amit Kramer, professor of labor and employment relations at the University of Illinois at Urbana-Champaign, said remote productivity varies by occupation, but some companies still need employees in the office for mentoring and brainstorming.

At the same time, he was skeptical that the new communal workplaces would incentivize many "top-talent" employees to forgo the flexibility of remote work.

"I think some employees want to go to work, close the door and not see anyone else, and I don't see how that can happen in this new space," Kramer said. "The workplace going only collaborative, no ability to isolate yourself for a few minutes or an hour, I'm not sure that's a great way to bring back employees to work."

Beyond collaboration, Kramer said some companies are looking to reel employees back into the office to keep a closer eye on potential slackers. While so-called "quiet quitting" has been going on for years, it is harder to know if someone is working on the Penske file or soaking up sun in a backyard hammock when they are remote.

"It may take a longer time to identify these employees and if need be, dismiss them or give them feedback about that," Kramer said. "If they are spending their time looking for a new job on their computer at work, at least you can see that."

Cassidy Beadle, 37, of Glen Ellyn, a 15-year veteran who helps lead the innovation team at Accenture's Chicago office, has been coming into the new office two or three days a week since it opened last month. It is a major change after working remotely for much of the last two-and-a-half years.

While some colleagues have had trouble getting over "the inertia" of leaving their home and hitting the road to work, Beadle said she found her commuting groove came back quickly. The cafe and the variety of meeting rooms and workspaces have been draws, but the pull that gets her to make the daily 50-mile round-trip journey is the collaborative mission of the new office.

"Although the amenities are great, I think it's the energy and the collaboration with my colleagues that has really been a dramatic effect," Beadle said. "I don't think I realized sitting at my desk by myself, even with my kids at home, how much I was just missing out on that part of work."

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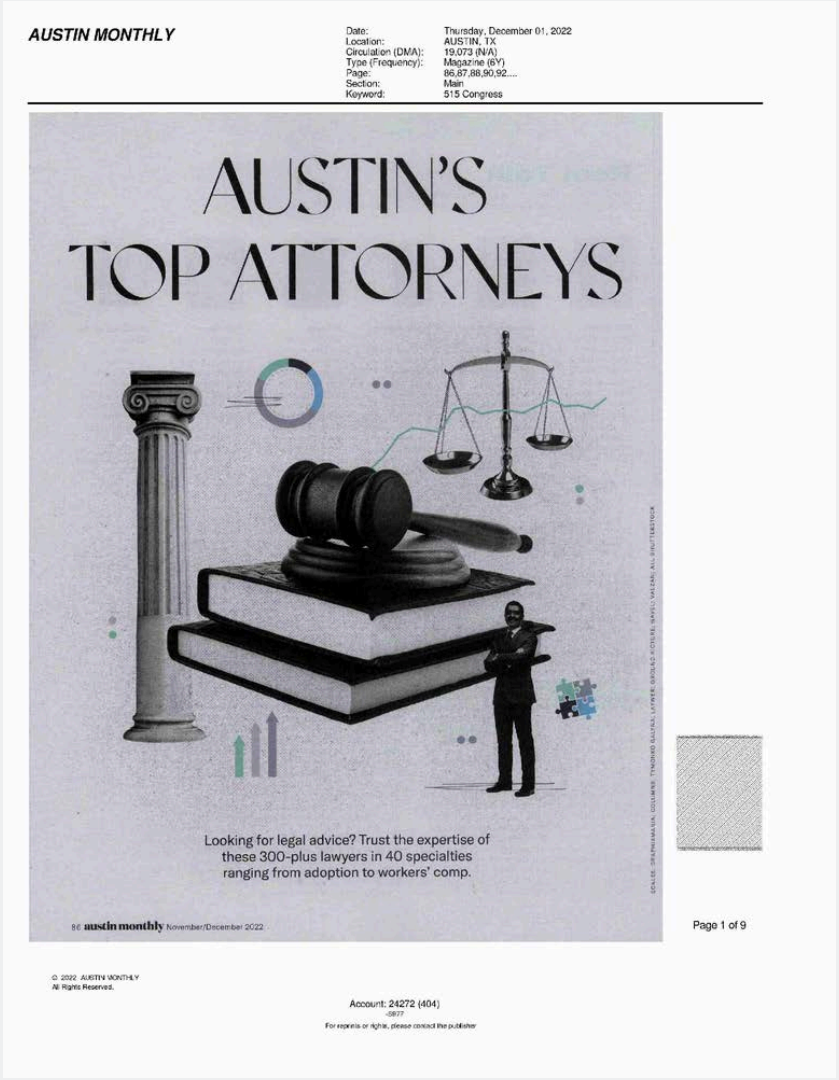
Chicago Tribune · by Robert ChannickChicago TribuneSep 14, 2022 at 5:00 am

Austin Monthly



AUSTIN MONTHLY

Date: Thursday, December 01, 2022
Location: AUSTIN, TX
Circulation (DMA): 19,073 (N/A)
Type (Frequency): Magazine (6Y)
Page: 86,87,88,90,92,...
Section: Main
Keyword: 515 Congress

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Account: 24272 (404)

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November 01, 2022 PRINT

Austin Monthly (56-000)

Monthly Visits **19.1K**

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AUSTIN MONTHLY

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Type (Frequency): Magazine (6Y)
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Section: Main
Keyword: 515 Congress

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Account: 24272 (404)
-5877
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AUSTIN MONTHLY

Date: Thursday, December 01, 2022
Location: AUSTIN, TX
Circulation (DMA): 19,073 (N/A)
Type (Frequency): Magazine (6Y)
Page: 86,87,88,90,92....
Section: Main
Keyword: 515 Congress

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Account: 24272 (404)
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AUSTIN MONTHLY

Date: Thursday, December 01, 2022
Location: AUSTIN, TX
Circulation (DMA): 19,073 (N/A)
Type (Frequency): Magazine (6Y)
Page: 86,87,88,90,92....
Section: Main
Keyword: 515 Congress

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Keyword: 515 Congress

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Account: 24272 (404)
-5877
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AUSTIN MONTHLY

Date: Thursday, December 01, 2022
Location: AUSTIN, TX
Circulation (DMA): 19,073 (N/A)
Type (Frequency): Magazine (6Y)
Page: 86,87,88,90,92....
Section: Main
Keyword: 515 Congress

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Account: 24272 (404)
-5877
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AUSTIN MONTHLY

Date: Thursday, December 01, 2022
Location: AUSTIN, TX
Circulation (DMA): 19,073 (N/A)
Type (Frequency): Magazine (6Y)
Page: 86,87,88,90,92....
Section: Main
Keyword: 515 Congress

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Account: 24272 (404)
-5877
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AUSTIN MONTHLY

Date: Thursday, December 01, 2022
Location: AUSTIN, TX
Circulation (DMA): 19,073 (N/A)
Type (Frequency): Magazine (6Y)
Page: 86,87,88,90,92....
Section: Main
Keyword: 515 Congress

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Account: 24272 (404)
-5877
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AUSTIN MONTHLY

Date: Thursday, December 01, 2022
Location: AUSTIN, TX
Circulation (DMA): 19,073 (N/A)
Type (Frequency): Magazine (6Y)
Page: 86,87,88,90,92....
Section: Main
Keyword: 515 Congress

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Pensions & Investments

Pensions&Investments

THE INTERNATIONAL NEWSPAPER OF MONEY MANAGEMENT | OCTOBER 3, 2022 | PIONLINE.COM | $16 AN ISSUE / $350 A YEAR

CRAIN COMMUNICATIONS

Pension Funds

Market shocks prompt allocation overhauls

Corporate pension plan portfolios in U.K., U.S. distorted by upheaval

By SOPHIE BAKER

Corporate pension fund portfolios in the U.K. and U.S. that have been distorted by recent market events are set for an asset allocation overhaul.

A combination of rising interest rates leading to falling liabilities, plus increased needs for liquidity in portfolios means asset allocations are, in some cases, no longer serving their intended purpose on either side of the pond. Sources said pension fund sponsors now have an opportunity to further derisk portfolios, with a view to completing a risk transfer or achieving self-sufficiency.

At the same time, and as a result of falling public markets, private markets exposures are now overweight their targets in many cases — making the need to reconsider asset allocations even more acute for these corporate funds.

"For many pension funds, when they make it through this very volatile period, they're likely to see very significant increases in funding positions and won't need as much risk — albeit with a smaller asset pool and much smaller liability pool. Definite asset allocation changes are going to be needed, and the rebuilding of their portfolios," said Calum Mackenzie, Edinburgh-based investment partner at Aon PLC.

TIME TO SHIFT: Sona Menon said well-funded plans should look to derisk their portfolios.

For U.K. pension funds in particular, surging gilt yields — and therefore plummeting gilt prices — left pension funds scrambling, yet again, for cash to post as collateral for derivatives positions used to hedge liabilities against moves in interest rates. The total notional value of U.K. hedged liabilities was £1.6 trillion ($1.8 trillion) in 2021, according to the Investment Association's latest Investment Management Survey 2021/22.

"We have been in absolute urgent mode" since the government announced its mini-budget — which included tax cuts — on Sept. 23, Mr. Mackenzie said.

On Sept. 27, the 10-year gilt yield was 4.15%, while the 30-year yield was 4.99%. On Sept. 23, the day the mini-budget was announced, 10-year gilts were at 3.83% and 30-year

SEE ALLOCATIONS ON PAGE 35

ATYPICAL: Mohamed A. El-Erian called recent events in the U.K. 'absolutely extraordinary — it is historic.'

Economy

El-Erian: U.K. market turmoil akin to a developing country

Ill-timed tax cuts lead to market swings, currency free fall, bond yields soaring and an IMF warning

By SOPHIE BAKER

The U.K. has behaved like a developing economy in response to the government's planned tax cuts, according to economist Mohamed A. El-Erian.

Speaking on a Twitter Spaces event hosted by *Pensions & Investments* Editor-in-Chief Jennifer Ablan on Sept. 29, Mr. El-Erian said recent events in the U.K. markets — "volatile markets, currency in a free fall, yields going up, loss of confidence in policymakers, a warning from the IMF" — is "typical of developing countries. It is not typical of a G-7 country. "That's important to remember, because what we are seeing here is absolutely extraordinary — it is historic," he said.

On Sept. 23, the new U.K. chancellor of the exchequer, Kwasi Kwarteng, announced a "mini-budget,"

| SEE EL-ERIAN ON PAGE 38

Regulation

SEC climate disclosure rule certain to be challenged

By BRIAN CROCE

The Securities and Exchange Commission has issued dozens of rule proposals under the helm of Chairman Gary Gensler, but stakeholders are particularly focused on the most talked about and arguably most consequential proposal — its climate disclosure rule for public companies.

"It's arguably the most significant rule-making initiative by the SEC for public companies in a generation," said Michael R. Littenberg, New York-based partner at Ropes & Gray LLP, who counsels U.S. public companies.

There's also a "100%" chance that rule-making initiative will get challenged in court, Mr. Littenberg added. "The final rules will face a legal challenge even if they are significantly watered down," he said. "I think it's not so much the degree of 'are the rules extensive or less extensive' as to whether they face a challenge. I think the determinant is going to be whether you have rules in this area or don't have any rules."

The SEC unveiled the watershed proposal, which has broad backing from institutional investors and asset managers, in March. The proposal would require public

SEE DISCLOSURE ON PAGE 39

SPECIAL REPORT REAL ESTATE MANAGERS

Real estate assets under management stung by volatile economy, rising rates

By ARLEEN JACOBIUS

Just when real estate managers felt that the worst of the pandemic fallout was over, they got rocked by volatility and interest-rate increases, forces that combined to hold global assets under management to $1.9 trillion, a 0.4% increase in the year ended June 30.

A year ago, managers reported their first double-digit jump since 2018 in worldwide AUM, *Pensions & Investments*' annual real estate money manager survey showed.

Real estate assets for U.S. tax-exempt institutions fared better in the 2022 survey, up 11.6% to $726.6 billion, compared to the 6.8% growth in the prior 12-month period. Real estate equity assets managed for U.S. tax-exempt investors grew by a whopping 16.9% to $586.6 billion.

But most of the other property sectors managed for U.S. tax-exempt investors lost assets under management during the year. Indeed, the only other AUM increase was mezzanine, which grew by 12.2% to $13.9 billion.

SEE MANAGERS ON PAGE 20

MORE ON REAL ESTATE MANAGERS

- Office sector loses ground, but firms still own a lot of it. Page 3
- Affordable housing strategies diverge amid shortage. Page 14
- REIT assets down but not out. Page 15
- For the full report go to Pionline.com/realestate2022

OUTFLOWS: Peter Rogers said open-end funds are seeing increased redemptions as investors rebalance.

SOUND BITE

HOMESTEAD ADVISERS' PRABHA CARPENTER: 'Gender and ethnic diversity on asset management teams enriches the investment process through cognitive diversity, and this is being recognized by leadership.' Page 3

10 years after GM pension buyout

U.S. corporate pension plans still represent hundreds of billions of dollars of investible assets. Page 2

October 03, 2022 PRINT

Pensions Investments (56-000)

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Monthly Visits

The largest real estate investment managers

Ranked by total worldwide real estate assets, in millions, as of June 30.

		TOTAL WORLDWIDE REAL ESTATE ASSETS								U.S. INSTITUTIONAL, TAX-EXEMPT REAL ESTATE ASSETS							
Rank	Manager	Total assets	Equity	Timber	Farmland	Hybrid debt	Mezza-nine	Loans	Mort-gages	Total assets	Equity	Timber	Farmland	Hybrid debt	Mezza-nine	Loans	Mort-gages	Discre-tionary
1	Nuveen	$143,549	$80,449	$2,503	$8,260		$6,720	$832	$44,785	$105,769	$52,550	$2,503	$8,260		$6,720	$832	$34,904	$105,769
2	MetLife Investment Mgmt.	$139,470	$29,967				$776	$66	$108,661	$5,670	$5,237						$433	$2,726
3	PGIM Real Estate	$133,006	$60,460		$1,695		$1,752		$69,099	$66,196	$42,331		$1,412		$1,233		$21,220	$64,828
4	CBRE Investment	$121,000	$120,900						$100	$15,400	$15,300						$100	$10,600
5	Prologis	$82,156	$82,156							$12,117	$12,117							$12,117
6	UBS Real Estate & PM	$80,428	$74,618		$2,476	$3,067		$267		$23,842	$18,032		$2,476	$3,067		$267		$23,842
7	J.P. Morgan Asset & Wealth	$69,421	$60,972	$5,822			$1,378		$1,249	$51,789	$50,416				$124		$1,249	$43,260
8	Principal Real Estate	$68,849	$44,955				$2,384		$21,510	$35,889	$34,778				$303		$808	$14,752
9	Brookfield Asset Mgmt.	$64,757	$56,389	$145			$8,223			$17,178	$14,953	$31			$2,194			$17,178
10	AEW Capital	$64,743	$61,871				$300		$2,572	$21,939	$21,081				$157		$701	$15,978
11	Hines	$63,161	$62,961					$200		$4,505	$4,505							$645
12	Kohlberg Kravis Roberts	$61,182	$31,401					$29,781		$6,406	$4,627					$1,779		$6,406
13	Clarion Partners	$60,653	$60,653							$32,829	$32,829							$28,067
14	DWS-Real Estate	$58,660	$58,660							$17,945	$17,945							$3,941
15	New York Life Inv. Mgmt.	$58,152	$19,861				$1,109	$1,075	$36,107	$13,843	$7,401				$113	$383	$5,946	$8,435
16	Morgan Stanley Inv. Mgmt.	$56,159	$51,137					$4,993	$29	$24,381	$21,743					$2,626	$12	$24,381
17	abrdn	$51,444	$51,444							$22	$22							$22
18	Starwood Capital	$50,620	$43,331						$7,289	$14,546	$12,568						$1,978	$14,546
19	Invesco Real Estate	$48,406	$46,738				$1,668			$29,963	$28,295				$1,668			$24,229
20	Barings	$40,751	$11,849				$287	$1,750	$26,865	$5,675	$4,085				$71	$72	$1,447	$3,340
21	Heitman	$39,124	$35,679				$996		$2,449	$29,877	$27,528				$802		$1,547	$14,951
22	Ares Mgmt.	$27,527	$23,292			$4,235				$5,636	$4,913			$723				$5,636
23	ACORE Capital	$20,794						$20,794		$447						$447		$447
24	Stockbridge Capital Group	$20,008	$20,008							$11,934	$11,934							
25	Manulife Investment	$18,895	$18,895							$723	$723							$723
26	BlackRock	$17,819	$16,623				$1,196			$6,456	$6,352				$104			$6,456
27	Harrison Street	$17,770	$17,770							$11,445	$11,445							$11,445
28	Rockpoint Group	$17,439	$17,439							$4,546	$4,546							$4,546
29	Oaktree Capital	$16,302	$11,943						$4,359	$4,427	$3,262						$1,165	$4,427
30	Angelo, Gordon*	$15,396	$15,396							$8,557	$8,557							$8,557
31	PCCP	$15,337	$8,893						$6,444	$7,036	$4,892						$2,144	$2,726
32	Intercontinental Real Estate	$11,529	$11,529							$10,972	$10,972							$10,972
33	AllianceBernstein	$11,470	$1,225					$10,245										
34	StepStone Group	$10,938	$10,013			$925				$1,711	$1,525			$186				$1,658
35	Manulife Timber	$10,206		$10,206						$2,957		$2,957						$2,714
36	American Realty Advisors	$9,949	$9,949							$9,448	$9,448							$9,448
37	CIM Group*	$9,271	$8,501					$770		$9,271	$8,501					$770		$7,649
38	Walton Street Capital	$7,935	$7,935							$3,085	$3,085							
39	Washington Capital	$7,666	$5,966						$1,700	$7,666	$5,966						$1,700	$7,365
40	Beacon Capital	$7,367	$7,367							$4,170	$4,170							$1,101
41	L&B Realty	$7,111	$7,111							$6,914	$6,914							$636
42	Prima Capital Advisors	$7,019							$7,019	$3,519							$3,519	$3,519
43	Neuberger Berman	$6,553	$6,553							$4,979	$4,979							$4,979
44	Sentinel Real Estate	$6,494	$6,494							$2,996	$2,996							$1,263
45	Westbrook Partners	$6,200	$6,200							$5,890	$5,890							$5,890
46	Carmel Partners	$5,850	$5,850							$3,873	$3,873							$3,873
47	M3 Capital	$5,700	$5,700							$5,700	$5,700							$5,700
48	Madison Realty	$5,430	$700			$139	$71	$4,520		$1,560	$153			$60	$57	$1,290		$1,560
49	Domain Capital Advisors	$5,163	$4,758		$140	$237	$28			$4,762	$4,357		$140	$237	$28			
50	AFL-CIO Building Trust	$4,978	$4,978							$4,978	$4,978							$4,978
51	Forest Investment	$4,360		$4,360						$2,974		$2,974						$2,974
52	GTIS Partners	$4,340	$4,304				$36			$418	$418							$418
53	National Real Estate	$4,120	$3,961				$47	$59	$53	$3,860	$3,712				$44	$55	$49	$3,860
54	Union Labor Life	$4,048							$4,048	$4,048							$4,048	$4,048
55	Manulife Agriculture	$4,016			$4,016					$1,810			$1,810					$1,488
56	Blue Vista Capital	$3,776	$2,901					$875		$1,404	$1,404							$1,254
57	Canyon Partners Real Estate	$3,669	$2,402					$1,267		$1,950	$1,482					$468		

CONTINUED ON PAGE 18

The largest real estate investment managers

Ranked by total worldwide real estate assets, in millions, as of June 30.

		TOTAL WORLDWIDE REAL ESTATE ASSETS								U.S. INSTITUTIONAL, TAX-EXEMPT REAL ESTATE ASSETS								
Rank	Manager	Total assets	Equity	Timber	Farmland	Hybrid debt	Mezza-nine	Loans	Mort-gages	Total assets	Equity	Timber	Farmland	Hybrid debt	Mezza-nine	Loans	Mort-gages	Discre-tionary
58	KBS	$3,659	$3,659							$100	$100							
59	Resource Mgmt.	$3,479		$3,479						$310		$310						$310
60	Man GPM	$3,374	$1,928					$1,446		$226						$226		$226
61	Global Forest Partners	$3,200		$3,200						$630		$630						$370
62	Russell Investments	$2,648	$2,648							$1,386	$1,386							$1,386
63	Torchlight Investors	$2,619	$898			$806	$26		$889	$2,197	$739			$656	$21		$781	
64	Molpus Woodlands Group	$2,484		$2,484						$1,987		$1,987						
65	Equus Capital	$2,450	$2,450							$1,960	$1,960							$1,960
66	CenterSquare Investment	$2,412	$1,324				$1,088			$908	$697				$211			$444
67	Timberland Inv. Resources	$1,899		$1,899						$1,354		$1,354						$1,354
68	Silver Creek Capital	$1,627		$1,627						$1,307		$1,307						$1,307
69	CityView	$1,598	$1,598							$660	$660							$660
70	TGM Associates	$1,596	$1,596							$1,596	$1,596							
71	Covenant Capital Group	$1,355	$1,355							$845	$845							$845
72	Ballard	$1,116	$1,116							$1,116	$1,116							$1,116
73	Sarofim Realty	$1,099	$1,099							$683	$683							
74	CS Capital	$633	$633							$633	$633							
75	Hart Realty Advisors	$629	$629							$629	$629							
76	TerraCotta Group	$513							$513	$87							$87	$87
77	Palladius Capital	$82	$82							$82	$82							$82
	TOTAL	$1,956,608	$1,442,122	$35,725	$16,587	$9,409	$28,085	$78,940	$345,740	$726,599	$586,616	$14,053	$14,098	$4,929	$13,850	$9,215	$83,838	$582,470

*As of March 31. Real estate assets are reported net of leverage, including contributions committed or received, but not yet invested; REOCs are included with equity; REIT securities are excluded.

The largest managers of tax-exempt assets

U.S. institutional tax-exempt real estate assets, in millions, as of June 30.

Rank	Manager	Assets
1	Nuveen	$105,769
2	PGIM Real Estate	$66,196
3	J.P. Morgan Asset & Wealth	$51,789
4	Principal Real Estate	$35,889
5	Clarion Partners	$32,829
6	Invesco Real Estate	$29,963
7	Heitman	$29,877
8	Morgan Stanley Inv. Mgmt.	$24,381
9	UBS Real Estate & PM	$23,842
10	AEW Capital	$21,939
11	DWS-Real Estate	$17,945
12	Brookfield Asset Mgmt.	$17,178
13	CBRE Investment	$15,400
14	Starwood Capital	$14,546
15	New York Life Inv. Mgmt.	$13,843
16	Prologis	$12,117
17	Stockbridge Capital Group	$11,934
18	Harrison Street	$11,445
19	Intercontinental Real Estate	$10,972
20	American Realty Advisors	$9,448
21	CIM Group*	$9,271
22	Angelo, Gordon*	$8,557
23	Washington Capital	$7,666
24	PCCP	$7,036
25	L&B Realty	$6,914
26	BlackRock	$6,456
27	Kohlberg Kravis Roberts	$6,406
28	Westbrook Partners	$5,890
29	M3 Capital	$5,700
30	Barings	$5,675
31	MetLife Investment Mgmt.	$5,670
32	Ares Mgmt.	$5,636
33	Neuberger Berman	$4,979
34	AFL-CIO Building Trust	$4,978
35	Domain Capital Advisors	$4,762
36	Rockpoint Group	$4,546
37	Hines	$4,505
38	Oaktree Capital	$4,427
39	Beacon Capital	$4,170
40	Union Labor Life	$4,048
41	Carmel Partners	$3,873
42	National Real Estate	$3,860
43	Prima Capital Advisors	$3,519
44	Walton Street Capital	$3,085
45	Sentinel Real Estate	$2,996
46	Forest Investment	$2,974
47	Manulife Timber	$2,957
48	Torchlight Investors	$2,197
49	Molpus Woodlands Group	$1,987
50	Equus Capital	$1,960

*As of March 31, 2022.

The largest managers of assets under ESG principles

U.S. institutional tax-exempt real estate assets, in millions, as of June 30.

Rank	Manager	Assets
1	Nuveen	$105,769
2	J.P. Morgan Asset & Wealth	$51,789
3	PGIM Real Estate	$41,557
4	Heitman	$29,877
5	AEW Capital	$21,939
6	Brookfield Asset Mgmt.	$17,178
7	CBRE Investment	$15,400
8	Prologis	$12,117
9	Intercontinental Real Estate	$10,972
10	American Realty Advisors	$9,448

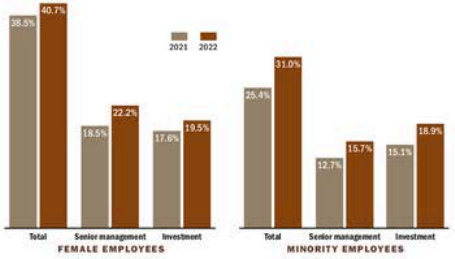
The largest managers operating real estate investment trusts

U.S. institutional tax-exempt real estate assets, in millions, as of June 30.

Rank	Manager	Assets
1	PGIM Real Estate	$40,672
2	DWS-Real Estate	$14,999
3	Starwood Capital	$6,023
4	AEW Capital	$5,855
5	Carmel Partners	$3,101
6	PCCP	$2,436
7	Madison Realty	$1,522
8	Manulife Timber	$1,003
9	Covenant Capital Group	$406
10	M3 Capital	$264

Diversity of managers' U.S.-based real estate employees

Average percentage of female and minority employees, as of June 30.



Texas Real Estate Business

www.REBusinessOnline.com October 2022 · Volume 18, Issue 8

TEXAS REAL ESTATE BUSINESS®

Connecting Real Estate in Texas

MIXED-USE DEVELOPMENT BARRELS AHEAD

Developers throughout North Texas continue to unveil huge projects that feature a true critical mass of distinct uses that are seamlessly connected.

By Rob Welker and Steven Janeway of Hoefer Welker

Grandscape, a 433-acre development on the northern outskirts of Dallas, is one of the marquee mixed-use projects in North Texas, bringing hundreds of apartments and millions of square feet of office and retail space into a single destination. As the region's population continues to grow, the pace and volume of mixed-use projects should move in lockstep.

As one of the biggest states, Texas regularly sees some of the largest demand in real estate development in the country.

In recent years, North Texas specifically has experienced a rapid short-term increase in population, leading to a significant development boom and driving up urban and workforce construction volume, rental rates and sale values.

Mixed-use developments have led the charge in commercial growth throughout the Dallas-Fort Worth (DFW) metroplex. Higher overall interest in a live-work-play lifestyle has contributed to the development of a larger number of spaces that provide corporate, retail and residential capabilities.

Gone are the days when corporate campuses and multifamily complexes were predominantly in the suburbs; tenants and employers have increasingly searched for living experiences in urban environments where they can combine the three biggest facets of their lives within a single destination.

This approach provides the convenience that tenants crave and the access to concentrated populations that retailers and office users typically need to be successful.

SEE NORTH TEXAS page 19

INTEREST RATES, INDUSTRIAL TENANT DEMAND SQUARE OFF

While price correction is underway due to larger moves in the capital markets, sustained in-migration and slowing development should buoy occupancy and rent growth in Texas.

By Taylor Williams

Much as the commercial community and society at large would like to avoid a recession, prolonged periods of contraction are part of the natural economic cycle, and the U.S. financial powers that be appear to be on a collision course for exactly that scenario. But for assets classes backed by exceptional demand drivers and fundamentals, like industrial real estate in major Texas markets, is there really a need to sweat a downturn?

Like any conflict, the battle between macro- and micro-level forces essentially comes down to magnitude. Will the severity of interest rate increases — three separate hikes totaling 200-plus basis points in a few months — prevail over robust tenant demand that has fueled record occupancy and rent growth throughout Texas and beyond in recent years?

Only the Federal Reserve can speak to the first variable. The nation's central

JLL recently arranged the sale of Urban District 183, a 366,771-square-foot development located in Euless. Urban Logistics Realty sold the property, which was fully leased at the time of sale, to an undisclosed buyer.

SEE INDUSTRIAL page 20

INSIDE THIS ISSUE

What the Inflation Reduction Act Means for Property Tax Assessments page 17

Texas Has A Leg Up on Other Markets in the Fight for Office Occupancy page 18

October 01, 2022 OTHER

Texas Real Estate Business Magazine (56-02152)

Monthly Visits **34K**

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DEMOGRAPHIC TRENDS POINT TO STRONG RECOVERY FOR TEXAS OFFICE MARKETS

While the process of recouping occupancy will continue to be a slow one, the long-term survivability of these assets appears stronger in Texas than in many other markets.

By Brett Merz of KBS

Texas continues to be a top state for job and population growth as its low cost of living and business-friendly policies attract companies and residents from other parts of the country. As such, many commercial real estate owners and operators are recognizing the state's potential for increased leasing activity in the second half of 2022 and throughout 2023.

The portfolio of KBS, which has long been investing in these markets, currently contains 16 office assets in these cities, and we continue to evaluate opportunities to acquire more that align with our investment strategy.

Brett Merz
Senior Vice President, Asset Manager, KBS

Based on 30 years of experience in acquiring and operating premier office assets throughout Texas and beyond, here are a few trends we anticipate continuing for the remainder of 2022 and into next year.

Rising In-Migration

Major Texas markets including Austin, Dallas-Fort Worth (DFW), Houston and San Antonio are likely to remain magnets for in-migration.

Residents are moving to these markets in search of a more affordable quality of life, which is aided by the absence of a state income tax. In addition, companies are seeking office space in a region with business-friendly tax policies.

Austin, in particular, continues to lead in growth. According to the U.S. Census Bureau, the state capital led the country in population growth from 2020 to 2021, stimulated by the booming tech industry. In fact, in 2020 this city successfully attracted notable household names such as Oracle and Tesla, despite pandemic-induced uncertainties.

Not far behind Austin are DFW, San Antonio and Houston. These four markets offer diverse talent pools for businesses, as well as opportunities for employees in a variety of industries. For example, the DFW metroplex is popular with financial services companies, while Houston and San Antonio respectively appeal to other top-performing sectors such as energy and cybersecurity.

Health, Wellness Remain Key

The presence of health and wellness amenities will continue to be at the forefront of concerns for office users and investors, mainly because many markets throughout the country are still experiencing lingering effects from the pandemic.

In Texas, as in other markets, the office sector will see this play out via amenities that address the well-being of tenants, property management staff and visitors.

These features might include workspaces that allow for social distancing or outdoor gathering areas and green features such as LEED certifications and high-speed internet. All of these innovations clearly support sustainability initiatives that resonate with tenants and investors.

To this end, KBS recently embarked on a mission to ensure that tenants had access to high-quality indoor air. We were able to verify more than 14 million square feet of Class A office space in our portfolio in less than a year with the UL Verified Healthy Building Mark for Indoor Air as part of this key health and wellness initiative.

This initiative included multiple Texas properties, such as Providence Towers and Legacy Town Center. Furthermore, we are continuously keeping an eye on market trends so that we can implement health-promoting amenities like these that tenants need and want at their buildings.

Footprints Should Increase

Last year, Texas was ranked as the top-growing state in the country due to continuous population growth and job availability, according to U-Haul's growth index.

The office sector will ultimately benefit from this growth as the state's top markets consistently outpace the national average with regard to returning to the office in the first half of 2022, as data from security firm Kastle Systems has repeatedly shown.

As the market continues to expand with companies like Wells Fargo planning a new regional campus with approximately 800,000 square feet of office space in Irving and Goldman Sachs bringing 5,000 jobs to the state, interest in and deal volume for Texas office assets is likely to increase over the next 18 months.

We have noticed that office space that is designed to foster innovation and collaboration continues to appeal to tenants looking to relocate to Texas, especially larger companies that are looking to incentivize employees' return to central workplaces on either full- or part-time bases.

For example, we recently signed multiple leases at Preston Commons, a three-building office park located in the heart of the Preston Center submarket in North Dallas, bringing the building up to more than 95 percent occupancy. This activity reflects strong demand for office space in the Dallas area that has emerged this year and should carry into the next.

Texas is poised for ongoing growth well into 2023. With continuous in-migration, a focus on health and wellness amenities and increasing interest in office spaces, the state is positioned for continued office recovery for the foreseeable future.

Brett Merz is a senior vice president and asset manager for KBS, a Southern California-based private equity real estate company and an SEC-registered investment advisor. SEC registration as an investment advisor does not imply any particular level of skill or training.

Heartland Real Estate Business

RETURN-TO-OFFICE UPDATE

Health and wellness, service and technology amenities are bringing employees back to the workplace.

By Ryan Pins

Ryan Pins

Health, wellness amenities

Service amenities

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D Magazine

Daily resource for best restaurants in Dallas, recommendations for things to do, local news and commentary on life in Dallas.

Date: Saturday, October 01, 2022
Location: DALLAS, TX
Circulation (DMA): 63,407 (N/A)
Type (Frequency): Magazine (12Y)
Page: 254,255
Section: Main
Keyword: Highland Park Place

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October 01, 2022 ONLINE

D Magazine (56-000)

Monthly Visits **63.4K**

Monthly Visits

Date: Saturday, October 01, 2022
Location: DALLAS, TX
Circulation (DMA): 63,407 (N/A)
Type (Frequency): Magazine (12Y)
Page: 254,255
Section: Main
Keyword: Highland Park Place

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Rogge has been rated as one of the Top 100 attorneys in Texas by *Texas Monthly*. He has repeatedly been named one of the Best Lawyers in Dallas by *D Magazine* and a Super Lawyer by *Texas Monthly*. Dunn handles employment, non-compete, partnership, breach of contract, shareholder oppression, CIC, and other business matters for executives, employees, financial advisors, and companies. He has won more than $2 billion for his clients and multi million dollar awards in California, Texas, Louisiana, and Arkansas. He is one of only 25 attorneys in Texas Board Certified in both Civil Trial Law and Labor and Employment Law. When you need the power of a trial attorney call Rogge. Results depend on the facts of each case.

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Kelly McClure is considered a foremost expert on the legal and emotional complexities of divorce. McClure Law Group offers their clients an alternative and creative approach to litigation through Collaborative Law and other forms of dispute resolution in which the participants reach equitable agreements without painful litigation, thereby minimizing stress and additional financial burden and maximizing privacy and discretion. However, the expertise and tenacious drive of the lawyers at McClure Law Group are formidable factors when cases reach the courthouse. Collectively, the firm's lawyers have approximately 100 years of experience handling complex property cases, custody disputes, modifications, and pre and post-marital agreements. McClure is Board Certified in family law by the Texas Board of Legal Specialization and all partners have been named as Best in Dallas over the past couple of decades.

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Julie Quaid is committed to helping clients prevent the destruction often associated with divorce by guiding them toward respectful, cooperative ways of divorcing. She works to achieve optimum results by helping clients focus on the future and protecting what is most important: children, relationships, and financial security. When *D Magazine* surveyed local lawyers to name the top female attorneys in North Texas, only Quaid was recognized for both Collaborative Divorce and Family Law. She was named Lawyer of the Year: CollaborativeLaw: Family Law Dallas/Ft. Worth for 2017 by *U.S. News and World Report*, Texas Super Lawyer 2011-2021 and Best Lawyers in America 2014-2022. Quaid Farish was recognized as Top-Listed Family Law in Dallas by Best Lawyers in America 2014-2022 and Top-Listed Collaborative Family Law for 2017-2022.

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Jeff Rasansky is listed among The Best Lawyers in Dallas by *D Magazine* and a 16-time Texas Super Lawyer in *Texas Monthly*. He represents individuals and families in catastrophic injury and death cases involving auto/trucking accidents, birth injuries, medical malpractice, and defective and dangerous products. In addition, Rasansky and his law firm represent clients on a contingency and/or hybrid-fee basis in complex business litigation including contract claims, insurance disputes, breach of fiduciary duty, deceptive trade practices, and fraud. Print and television reporters regularly rely on Rasansky for his views on today's significant legal events.

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Atlanta Business Chronicle

ATLANTA BUSINESS CHRONICLE

Date: Thursday, November 03, 2022
Location: ATLANTA, GA
Circulation (DMA): 23,650 (7)
Type (Frequency): Magazine (W)
Page: 4
Section: Orbie Awards
Keyword: Accenture Tower

2022 CIO OF THE YEAR
2022 KEYNOTE

Jimmy Etheredge

CEO | Accenture, North America

Accenture CEO weighs in on fostering meaningful connections in today's omni-connected world

By The Business Journals Content Studio

As CEO for Accenture North America, Jimmy Etheredge leads nearly 80,000 people in the U.S. and Canada to deliver on the promise of technology and human ingenuity for Accenture's people, its clients and its communities. He's been with the company since 1985 and previously served as managing director of the global professional service firms' Southeast region, including the Atlanta, Charlotte and Washington, D.C., markets.

He recently spoke with Atlanta Business Chronicle in conjunction with the upcoming Georgia CIO of the Year ORBIE Awards. He will deliver the keynote address at the event.

Top opportunities for CIOs. "In my conversations with CEOs, all strategies lead to technology – especially cloud, data, AI and security – and the need for a strong digital core. Everywhere, companies are under pressure to change faster to create exceptional customer experiences, outrun competitors and survive constant disruptions. They need to be able to press the go button on the whole business, transforming everything, soup to nuts. That creates tremendous opportunity for CIOs to guide that transformation and lead their organizations through the process."

Hybrid work challenges. "Companies are facing a lot of challenges here and it's a constant conversation with senior leaders. I think we're on the right path at Accenture with what we call an omni-connected model. We're putting a premium on how people feel and their experiences at work, including using technology to collaborate and fostering meaningful connections that help people feel a sense of belonging.

"For example, instead of onboarding our global new joiners – all 150,000 – in person this year, we have been bringing them together on the 'Nth floor,' Accenture's enterprise metaverse. They learn about the company, interact with colleagues and leaders, and experience our culture in a meaningful and personal way. It also shows them how serious we are about innovation starting from day one.

"We're also investing in creating physical spaces that earn our people's commutes. This is what we had in mind when building our new innovation hubs in Accenture Tower in Chicago and 1 Manhattan West in New York City, where our people can engage with the latest collaborative tools, artificial intelligence and robotics. Our hubs are also great spaces to gather for client projects, 'ideathons' with peers, community projects and celebrations."

Building a talent pipeline. "It's more important than ever that we take care of our people and help them succeed both personally and professionally. We are focused on creating a work environment that allows everyone to feel seen, safe, connected and courageous, and providing our people vibrant career paths.

"We've also looked at some interesting

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November 03, 2022 PRINT

Atlanta Business Chronicle (56-000)

Monthly Visits **23.7K**

Monthly Visits

ATLANTA BUSINESS CHRONICLE

Date: Thursday, November 03, 2022
Location: ATLANTA, GA
Circulation (DMA): 23,650 (7)
Type (Frequency): Magazine (W)
Page: 4
Section: Orbie Awards
Keyword: Accenture Tower

ways to expand our talent pipeline by widening the lens and attracting talent from untapped sources. We've established a national apprentice program in our business to give more people access to the jobs of the future – digital jobs – and the paid training they need to be successful.

"Today, 20% of Accenture's entry level roles in the U.S. are filled with apprentices who receive paid training as they prepare for roles in areas including application development, cybersecurity, data engineering, cloud and platform engineering. These roles are among the nearly half of Accenture entry-level positions in the U.S. that are open to individuals who do not have a four-year college degree. We are proud of the success of this program, and the rich diversity these remarkable individuals bring to our organization. And that diversity matters – because it leads to innovation."

"It's more important than ever that we take care of our people and help them succeed both personally and professionally. We are focused on creating a work environment that allows everyone to feel seen, safe, connected and courageous, and providing our people vibrant career paths."

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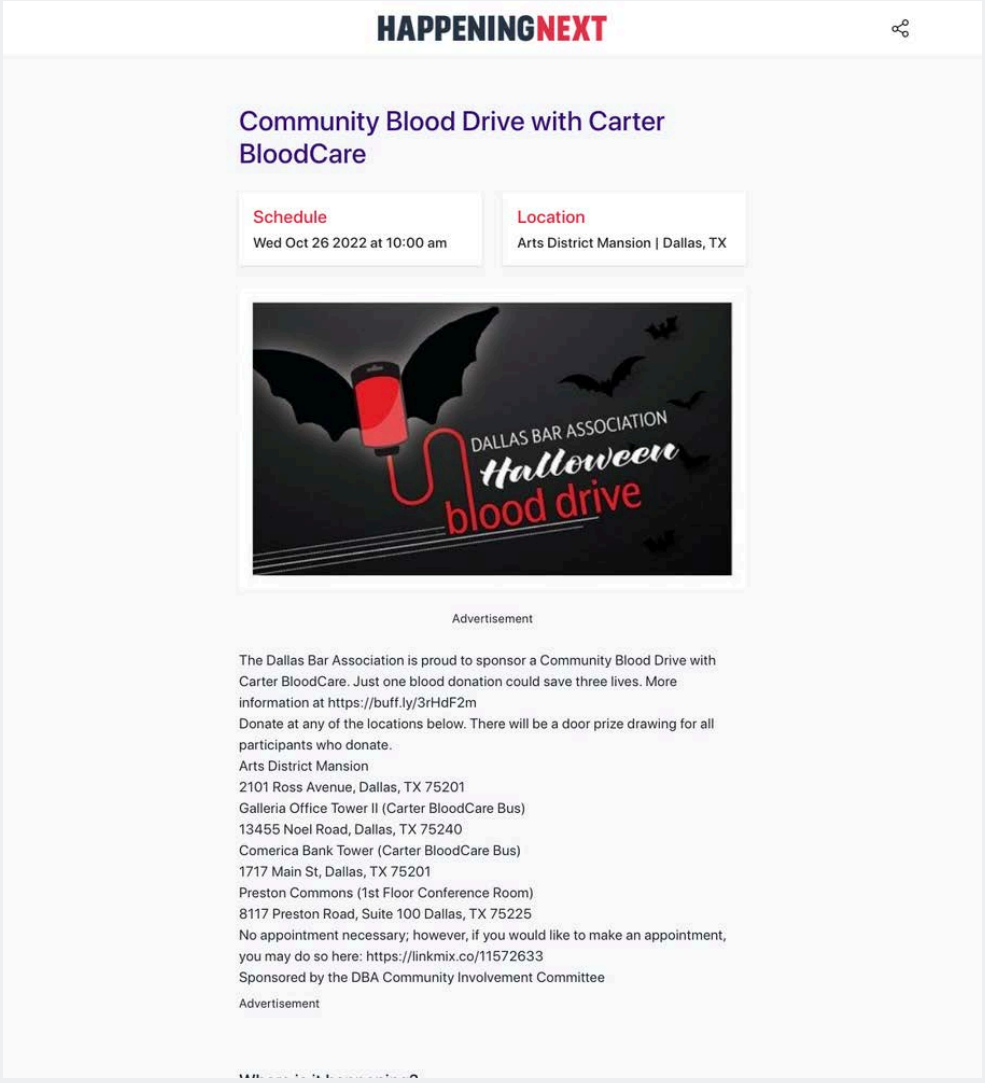

HAPPENINGNEXT

Community Blood Drive with Carter BloodCare

Schedule
Wed Oct 26 2022 at 10:00 am

Location
Arts District Mansion | Dallas, TX

Advertisement

The Dallas Bar Association is proud to sponsor a Community Blood Drive with Carter BloodCare. Just one blood donation could save three lives. More information at https://buff.ly/3rHdF2m
Donate at any of the locations below. There will be a door prize drawing for all participants who donate.
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No appointment necessary; however, if you would like to make an appointment, you may do so here: https://linkmix.co/11572633
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October 27, 2022 ONLINE

Happening Next (56-000)

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Sacramento Business Journal

SACRAMENTO BUSINESS JOURNAL

Date: Thursday, October 06, 2022
Location: SACRAMENTO, CA
Circulation (DMA): 10,509 (20)
Type (Frequency): Magazine (W)
Page: 14
Section: Main
Keyword: Park Tower

THE LIST

Compiled by Xenia Enriquez
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OFFICE BUILDINGS (1-13)

RANKED BY SQUARE FEET

Rank	Building	Address	Square feet	Owner	Year built
1	Capitol Square	400 R St, Sacramento CA 95814	866,131	State of California	1992
2	New Natural Resources Building	715 P St, Sacramento CA 95814	838,000	State of California	2011
3	California Natural Resources Agency Building	1416 9th St, Sacramento CA 95814	685,544	State of California	1964
4	Attorney General Building	1300 I St, Sacramento CA 95814	550,041	State of California	1995
5	March Fong Eu Secretary of State Building	1500 11th St, Sacramento CA 95814	531,000	State of California	1995
6	Franchise Tax Board — Los Angeles Building	3641 Butterfield Way, Sacramento CA 95827	517,434	State of California	1984
7	Wells Fargo Center	400 Capitol Mall, Sacramento CA 95814	513,398	Manulife	1992
8	California Department of Education Building	1430 N St, Sacramento CA 95814	502,489	State of California	2002
9	Riverside Centre	820 Silverado Rd, West Sacramento CA 95605	500,000	Hanwha Investment Corp.	1992
10	Park Tower	500 Q St, Sacramento CA 95814	480,171	Prime US REIT	1992
11	CalPERS Building	400 Q St, Sacramento CA 95811	466,758	California Public Employees' Retirement System	2005
12	Franchise Tax Board — Sacramento Building	3648 Butterfield Way, Sacramento CA 95827	429,667	State of California	2005
13	Employment Development Department Building	980 Capitol Mall, Sacramento CA 95814	425,300	State of California	1995

▸ CLOSER LOOK

12.2M

Total square feet in office buildings on this list

ABOUT THE LIST

Office buildings considered for this are in Sacramento, El Dorado, Placer or Yolo counties.

UPCOMING LISTS

Oct. 7: New-Car Dealers
Oct 14: Coworking Spaces
Oct 21: Real Estate Brokerages
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October 06, 2022 PRINT

Sacramento Business Journal (56-000)

Monthly Visits **10.5K**

Monthly Visits

Heartland Real Estate Business

www.REBusinessOnline.com November 2022 · Volume 21, Issue 3

HEARTLAND REAL ESTATE BUSINESS®

The Midwest's Real Estate Source

$340M INFRASTRUCTURE PROJECT NEAR O'HARE BILLED AS GAME-CHANGER

Chicago industrial players anticipate highway expansion will open opportunities in an area marked by high demand, low supply.

By Kristin Hiller

In metro Chicago, a $340 million infrastructure project will open up new access points on the western side of the O'Hare International Airport. The Illinois Tollway is building a new, full-access interchange that will connect the new I-490 Tollway to the Illinois Route 390 Tollway. Plans call for the construction of three miles of I-490 along with 16 ramps and 15 bridges. The entire project is scheduled for completion by the end of 2025.

"Once complete, the project will improve traffic congestion and reduce travel time and bottlenecks around O'Hare that tenants have historically had to navigate when distributing product," says Jon Pozerycki, partner with Bridge Industrial's Chicago region. "Freight moving in and out of O'Hare will now have the option to travel to the west side of the airport. In the past, the east side was the only option."

This infrastructure project will boost accessibility in the area, which experiences significant industrial tenant de-

see CHICAGO page 18

Bridge Industrial is developing two buildings in Elk Grove Village, just northwest of O'Hare. Completion is slated for next summer.

INTEREST RATE HIKES DAMPEN MULTIFAMILY INVESTMENT ACTIVITY

Lenders, financial intermediaries put greater focus on helping clients navigate volatility as deal volume slumps amid turmoil.

By Kristin Hiller

A partnership between several firms received $102.2 million in construction financing from MSD Partners for The Saint Grand, a 21-story mixed-use project in Chicago.

The rapid uptick in interest rates since the start of this year has created volatility in the capital markets and led to a pullback in acquisition and refinancing activity in the multifamily sector. To combat high inflation, the Federal Reserve has implemented a series of hefty interest rate hikes, the latest of which came in September when it raised the benchmark federal funds rate by another three-quarters of a percentage point to a range of 3 percent to 3.25 percent.

The Consumer Price Index increased 8.2 percent in September on a year-over-year basis, which raises the likelihood that the Fed will make additional interest rate hikes in the months ahead, say industry observers.

While a variety of market factors impact the yield on the U.S. 10-year Treasury note — the benchmark for permanent, fixed-rate financing in commercial real estate — the Fed's actions have had a ripple effect. The 10-year yield rose from 1.6 percent at the start of the year to 4.1 percent at the close of business on Oct. 20, an increase of 250 basis points.

The increase in the 30-day average for the Secured Overnight Financing Rate (SOFR) used as a benchmark for floating-rate loans has been just as dramatic, climbing from approximately 0.05 percent on Jan. 3 to 2.97 percent at the close of business on Oct. 20.

Heartland Real Estate Business

see FINANCE page 20

CRE Investors Remain Active in Detroit Compared With Other Midwest Areas page 11

Return-to-Office Update: Wellness, Tech Amenities Draw Workers Back page 16

Tenants Turn to Third-Party Logistics in Milwaukee Market page 15

November 01, 2022 OTHER

Heartland Real Estate Business Magazine Newsletter (56-...

Monthly Visits **34K**

Monthly Visits

RETURN-TO-OFFICE UPDATE

Health and wellness, service and technology amenities are bringing employees back to the workplace.

By Ryan Pires

Ryan Pires
KBS Realty Advisors

The return-to-office movement has faced a series of unanticipated headwinds. For example, the introduction of COVID variants saw many firms setting and then putting off in-office work. So, the planned surge back to the workplace has felt like more of a trickle in some Midwestern markets.

Despite these delays, office occupancy recently rose to 49 percent — the highest it has been since before the pandemic. And Gensler reports that 55 percent of members surveyed worldwide said their company's top priority is attracting employees back to the office. This is encouraging news for stakeholders in the sector.

So, how exactly are firms encouraging workers to go back to the office?

For starters, businesses are seeking high-quality office space that offer employees access to top-notch amenities. As firms increasingly embrace hybrid work schedules, high-quality office building features are key to helping employees maximize their time at work.

As a national office owner and operator with three decades of experience in this asset class, KBS has witnessed how effective the right amenities can be for attracting tenants and their teams to specific office properties. Below are a few features that we see helping firms lead the return-to-office movement in markets such as Minneapolis and Chicago, driving office occupancy in the new normal.

Health, wellness amenities

While health and wellness were becoming a prominent focus for office landlords prior to the pandemic, the crisis dramatically raised everyone's interest in office amenities that lessen viral spread and promote physical, mental and emotional health and wellness. Moreover, as companies increasingly recognize that a healthy work environment heightens productivity and talent attraction and retention, they are seeking office space that encourages well-being.

This trend means including amenities that actively foster healthy teams. For example, Northland Center in Bloomington, Minnesota, an office property in KBS' client portfolio, features a state-of-the-art fitness center, bike storage, bocce ball court and outdoor deck to support tenants' health and wellness needs.

In addition to implementing enhanced sanitizing protocols and touchless systems in common areas such as restrooms and elevators, healthy indoor air is an important conduit to achieving this goal. To that end, our firm recently completed the verification of more than 14 million square feet of Class A office space in our real estate portfolios, achieving the UL Verified Healthy Building Mark for Indoor Air. Among the properties that received this verification are 60 South 6th, a 40-story, 710,332-square-foot Class A office property in Minneapolis, and 101 South Hanley, a 360,505-square-foot office property in the Clayton area of St. Louis.

Northland Center is a two-building, 492,514-square-foot Class A office park located in Bloomington, Minnesota.

Service amenities

One of the benefits of working in top-tier office space is access to service-oriented amenities that tenants and their employees can't get working from home. Features such as onsite gourmet food options and upgraded conference centers continue to attract teams back to a centralized workplace and are growing indispensable for modern office buildings.

At 60 South 6th, for example, KBS recognized an opportunity to further enhance the office property, recently embarking on a multi-million-dollar renovation that includes a hospitality-inspired tenant lounge, and an expanded tenant amenity floor with an emphasis on social well-being that provides a luxury experience for tenants and their guests. These amenities and our unique spec suite program are helping the firm lease thousands of square feet of space at the property. Additionally, at Park Place Village in Leawood, Kansas, the mixed-use retail offers everything from movies, restaurants and bars to outdoor concerts and events.

Implementing high-level, service-minded amenities at office properties can highlight what company teams have been missing during their remote-work time and can facilitate buy-in to their employers' return-to-office policies.

Technology amenities

High-speed internet connection is an essential amenity for today's office occupiers. In fact, spotty home Wi-Fi frequently drives many remote employees to work at nearby coffee shops where digital access is more reliable.

Many companies are finding that strong internet service and leading-edge technology in their office space are helping to attract their teams back to the workplace. As the need and desire to stay connected is increasingly facilitated by digital means, offering top-of-the-line technology is critical for office stakeholders and businesses alike.

Recognizing the value of robust internet connectivity, our firm has achieved WiredScore status on several office properties located in the central U.S. over the last few years, including the above-mentioned Northland Center.

While the return-to-office movement has faced numerous obstacles, the pace is quickening. By implementing health and wellness, service and technology amenities at their properties, office owners can further accelerate the pace and drive office occupancy in their respective markets. ■

Ryan Pires is the assistant vice president and asset manager for the Midwest region at KBS, a private equity real estate company and an SEC-registered investment adviser. SEC registration as an investment advisor does not imply any particular level of skill or training.

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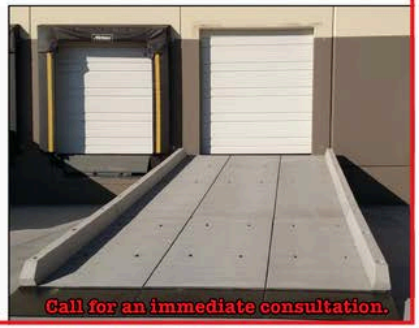

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Modern Luxury Dallas Magazine

MODERN LUXURY DALLAS

Date: Saturday, October 01, 2022
Location: DALLAS, TX
Circulation (DMA): 52,365 (N/A)
Type (Frequency): Magazine (10Y)
Page: 30,32
Section: Main
Keyword: Highland Park Place

DISPATCH NOW IN DALLAS

FALLING FOR YOU

We've scoured the city for the freshest of faces and the newest of places. Here's what you need to know now. BY JANE HUMPHREY

From top: Hollie Oticicio, "Untitled" (1960), oil on wood; Mr. Winston's offers a sumptuous selection of products.

LET'S HEAR IT FOR THE BOYS

Revel in the good ole' days of barbershop culture as Mr. Winston's awaits. Raja Ratan—founder of Q Clothier and Rye 51—has embarked on a new venture with a mens' oasis for all things grooming. Stripping away the glitz and glam yet holding on to top-tier talent and luxurious services, Ratan created a spot for customers to sit back, relax and enjoy. Open Tuesdays through Saturdays, this one-stop shop will have you looking your best-dressed in no time. 3699 McKinney Ave., Ste. 311, mrwinston.com

A FRESH LENS

Transport yourself through time as you soak in the recently debuted exhibition at the Dallas Museum of Art, *Movement: The Legacy of Kinetricism*. Through the 80 powerful works on display that have been drawn from the museum's collection, viewers are invited to explore how art has evolved over time and how artists themselves have been influenced throughout pivotal eras in history—starting with the early 20th century up until the present time. "The artwork engages the viewer directly, as the core of their perceptual facilities in the mind and body, eliminating the distance so often felt between viewer and art in a museum," shares Anna Katharine Brodbeck, the DMA's Hoffman Family senior curator of contemporary art. "While the show spans over 100 years of historical artistic experimentation, the experience remains fresh and personal, remade with every encounter." 1717 N. Harwood St., dma.org

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MODERN LUXURY

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October 01, 2022 PRINT

Modern Luxury Dallas Magazine (56-000)

Monthly Visits **52.4K**

Monthly Visits

MODERN LUXURY DALLAS

Date: Saturday, October 01, 2022
Location: DALLAS, TX
Circulation (DMA): 52,365 (N/A)
Type (Frequency): Magazine (10Y)
Page: 30,32
Section: Main
Keyword: Highland Park Place

DISPATCH NOW IN DALLAS

FOOD FOR THOUGHT

Sizzling into town this month is Miami-born culinary concept Mister O1. This artisanal pizza paradise has been making headlines since first opening its doors back in 2001 when the concept was named "best pizza" in Florida *Food & Wine*. As its first forge into the Texas restaurant scene, there is no doubt this place will be the hottest spot in town. "With people that appreciate delicious food, we think our concept will be a great fit for the city," enthuses restaurant founder and chef Renato Viola. "We love the lifestyle and strong community feel here and are looking forward to being a part of it." We hear you and we see you, chef! *3838 Oak Lawn Ave., misterol.com*

The caprese salad is a must-try at Mister O1.

SHOP TALK After much anticipation, Celine has opened the sparkling doors to its newly reimagined space in Highland Park Village. Reflecting the je ne sais quoi of the original Paris location, the French fashion emporium has gone through a nip and a tuck and is ready for shoppers to savor the ultimate luxury experience. With social season in full swing, we know where to go to get us party-prepped. *celine.com*

Celine's iconic Classic 16 bag

The dancers will hit the stage later this month.

CENTER STAGE

Immerse yourself in the colorful history and powerful rituals of South Asian cultures through the world of dance. The Nrityagram Ensemble has partnered with the Chitrasena Dance Company to present *Ahori*, an extraordinary and elaborate performance, later this month. Mark your calendars for Oct. 28 and 29. Honoring thousands of years of tradition while marching forward into modern-day times, this dance powerhouse will have you exhilarated beyond compare. *2520 Flora St., aupac.org*

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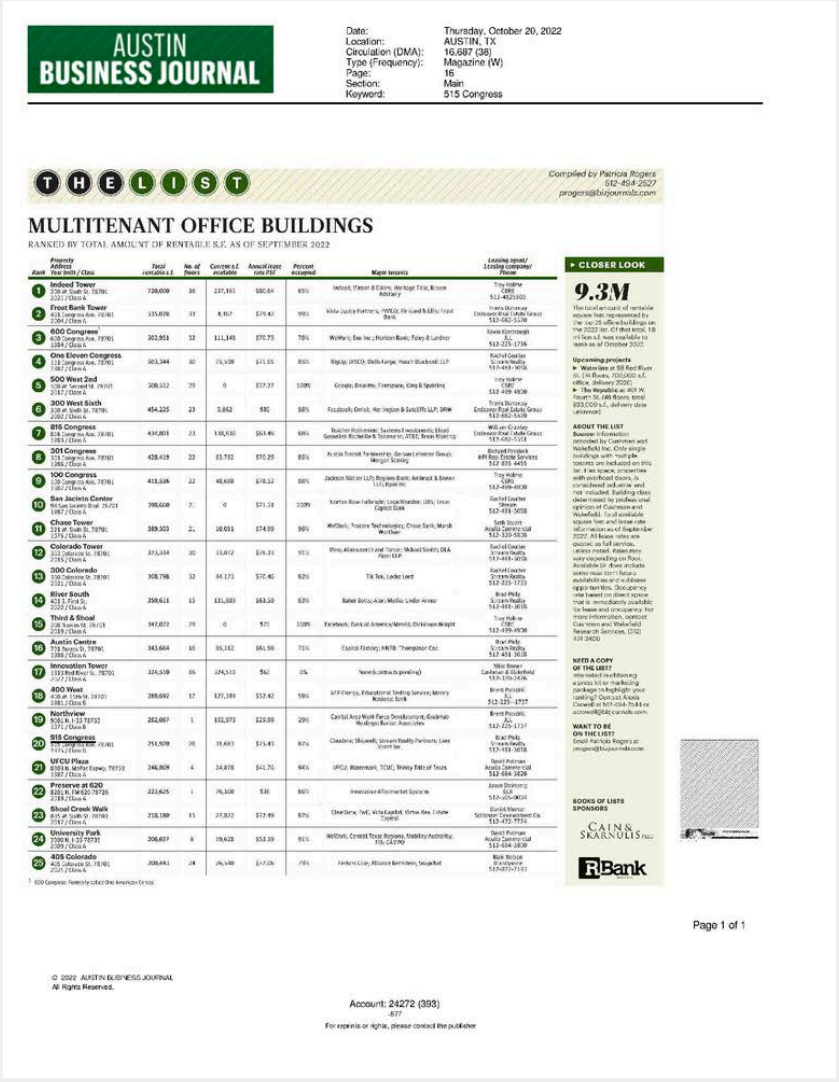
Austin Business Journal



AUSTIN BUSINESS JOURNAL

Date: Thursday, October 20, 2022
Location: AUSTIN, TX
Circulation (DMA): 16,687 (38)
Type (Frequency): Magazine (W)
Page: 16
Section: Main
Keyword: 515 Congress

THE LIST

Compiled by Patricia Rogers
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MULTITENANT OFFICE BUILDINGS

RANKED BY TOTAL AMOUNT OF RENTABLE S.F. AS OF SEPTEMBER 2022

Rank	Property Address/ Year built / Class	Total rentable s.f.	No. of floors	Current s.f. available	Annual asking rate PSF	Percent occupied	Major tenants	Leasing agent/ Leasing company/ Phone
1	Indeed Tower 200 W. Sixth St. 78701 2021 / Class A	720,000	36	237,360	$80.64	65%	Indeed, Thacker & Clarke, Heritage Title, Brown Advisory	Troy Hollme CBRE 512-482-5500
2	Frost Bank Tower 401 Congress Ave. 78701 2004 / Class A	535,078	33	8,467	$70.42	98%	Vista Equity Partners, HVMI, Dr. Gund & Ellis Trust Bank	Travis Dunaway Endeavor Real Estate Group 512-682-5578
3	600 Congress 600 Congress Ave. 78701 1984 / Class A	503,951	33	111,145	$70.73	78%	Wolfe's, Eos Inc.; Horizon Bank; Foley & Lardner	Kevin Kimbrough JLL 512-225-1734
4	One Eleven Congress 111 Congress Ave. 78701 1987 / Class A	503,344	30	73,509	$71.65	85%	Regus (HQ); Wells Fargo; Hunch Blackwell; LLP	Rachel Coulter Stream Realty 512-459-3016
5	500 West 2nd 500 W. Second St. 78701 2017 / Class A	308,512	19	0	$77.77	100%	Google, Dreamfarm, Finnegans, King & Spalding	Troy Hollme CBRE 512-499-4936
6	300 West Sixth 300 W. Sixth St. 78701 2002 / Class A	454,225	23	5,862	$80	98%	Facebook; Gerlich, Hor Ingram & Sutcliffe LLP; DRW	Travis Dunaway Endeavor Real Estate Group 512-682-5578
7	816 Congress 816 Congress Ave. 78701 1985 / Class A	434,803	23	130,930	$63.46	68%	Baylor Retirement Systems Investments; Blood Goodkind Richardson & Tolleson PC; AT&T; Bean Mooring	William Crosley Endeavor Real Estate Group 512-682-5558
8	301 Congress 301 Congress Ave. 78701 1986 / Class A	428,418	23	63,702	$70.25	85%	Austin Transit Partnership; Genesis Investor Group; Morgan Stanley	Richard Pindyck HPI Real Estate Services 512-835-4455
9	100 Congress 100 Congress Ave. 78701 1987 / Class A	411,506	22	48,608	$78.52	88%	Jackson Walker LLP; Regions Bank; Ambrust & Brown LLP; Ryan Inc	Troy Hollme CBRE 512-499-4936
10	San Jacinto Center 98 San Jacinto Blvd. 78701 1987 / Class A	398,668	21	0	$71.58	100%	Norton Rose Fulbright; LegalMeander, JBS; Texas Capital Bank	Rachel Coulter Stream Realty 512-459-3016
11	Chase Tower 221 W. Sixth St. 78701 1379 / Class A	389,503	21	18,651	$74.99	96%	WeWork; Proactiv Technologies; Chase Bank; Marsh McClennan	Sam Storm Aquila Commercial 512-320-9826
12	Colorado Tower 323 Colorado St. 78701 1986 / Class A	373,884	30	13,872	$76.33	96%	Winn, Adamson Hyde Torres; McLeod Smith; DLA Piper LLP	Rachel Coulter Stream Realty 512-459-3016
13	300 Colorado 300 Colorado St. 78701 2021 / Class A	308,798	32	84,173	$72.46	82%	Tik Tok, Locke Lord	Rachel Coulter Stream Realty 512-225-1733
14	River South 401 S. First St. 2022 / Class A	359,611	15	131,089	$63.50	63%	Baker Botts; Aon; Medlio; Lodor Armor	Brad Philp Stream Realty 512-459-3018
15	Third & Shoal 208 Nueces St. 78701 2019 / Class A	347,072	29	0	$70	100%	Facebook; Bank of America; Merrill; Dickinson Wright	Troy Hollme CBRE 512-499-4936
16	Austin Centre 919 Congress St. 78701 1986 / Class A	343,664	16	95,162	$61.90	72%	Capital Factory; HNTB; Thompson Coe	Brad Philp Stream Realty 512-459-3018
17	Innovation Tower 1303 Red River St. 78701 2017 / Class A	324,510	16	324,510	$60	0%	None (entirely vacant)	Nikki Brown Cushman & Wakefield 512-370-2446
18	400 West 400 W. 15th St. 78701 1981 / Class B	288,692	17	127,184	$52.42	56%	AFP Energy; Educational Testing Services; Mercury Residence Bank	Brent Pinsent JLL 512-225-1737
19	Northview 9301 N. I-35 78753 1973 / Class B	262,057	1	102,973	$20.98	39%	Capital Area Work Force Development; Goodwill Hastings Books Associates	Brent Pinsent JLL 512-225-1737
20	815 Congress 815 Congress Ave. 78701 1974 / Class B	251,978	20	19,683	$75.43	92%	Claudine; Skilowell; Stream Realty Partners; Lion Event Inc.	Brad Philp Stream Realty 512-459-3018
21	UFCU Plaza 6500 N. Mopac Expwy. 78731 1987 / Class A	246,809	4	14,878	$41.76	94%	UFCU; Watermark; TCUC; Trinity Title of Texas	David Perman Aquila Commercial 512-694-1826
22	Preserve at 620 9201 N. FM 620 78726 2019 / Class A	223,625	1	76,308	$36	66%	Innovative Affirmative Systems	Jason Steinberg JLL 512-209-0004
23	Shoal Creek Walk 811 W. Sixth St. 78703 2017 / Class A	218,189	15	27,302	$72.49	87%	ElseServe, TWC, Vista Equity Partners, Virtue Real Estate Capital	David Mercer Schlosser Development Co. 512-472-7734
24	University Park 2500 W. William Cannon Dr. 78745 2009 / Class A	206,657	8	19,628	$53.59	91%	WeWork; Central Texas Regional Mobility Authority; TSI; CASTRO	David Perman Aquila Commercial 512-694-1826
25	405 Colorado 405 Colorado St. 78701 2021 / Class A	208,641	24	26,348	$47.06	78%	Fenton; Lion; Alliance Bernstein; Saugatuck	Bob Nelson Transwestern 512-457-7133

1 600 Congress formerly called One American Center.

▸ CLOSER LOOK

9.3M

The total amount of rentable square feet represented by the top 25 office buildings on the 2022 list. Of that total, 1.9 million s.f. was available to lease as of October 2022.

Upcoming projects

- Waterline at 98 Red River St. (14 floors, 700,000 s.f. office, delivery 2026)
- The Republic at 401 W. Fourth St. (48 floors, total 833,000 s.f., delivery date unknown)

ABOUT THE LIST

Source: Information provided by Cushman and Wakefield Inc. Only single buildings with multiple tenants are included on this list. Flex space, properties with overhead doors, is considered industrial and not included. Building class determined by professional opinion of Cushman and Wakefield. Total available square feet and lease rate information as of September 2022. All lease rates are quoted as full service, unless noted. Rates may vary depending on floor. Available SF does include some near-term future availabilities and subtenant opportunities. Occupancy rate based on direct space that is immediately available for lease and occupancy. For more information, contact Cushman and Wakefield Research Services, (512) 328 2400

NEED A COPY OF THE LIST?

Interested in obtaining a press kit or marketing package to highlight your ranking? Contact Kayla Caswell at 507-494-7183 or acaswell@bizjournals.com.

WANT TO BE ON THE LIST?

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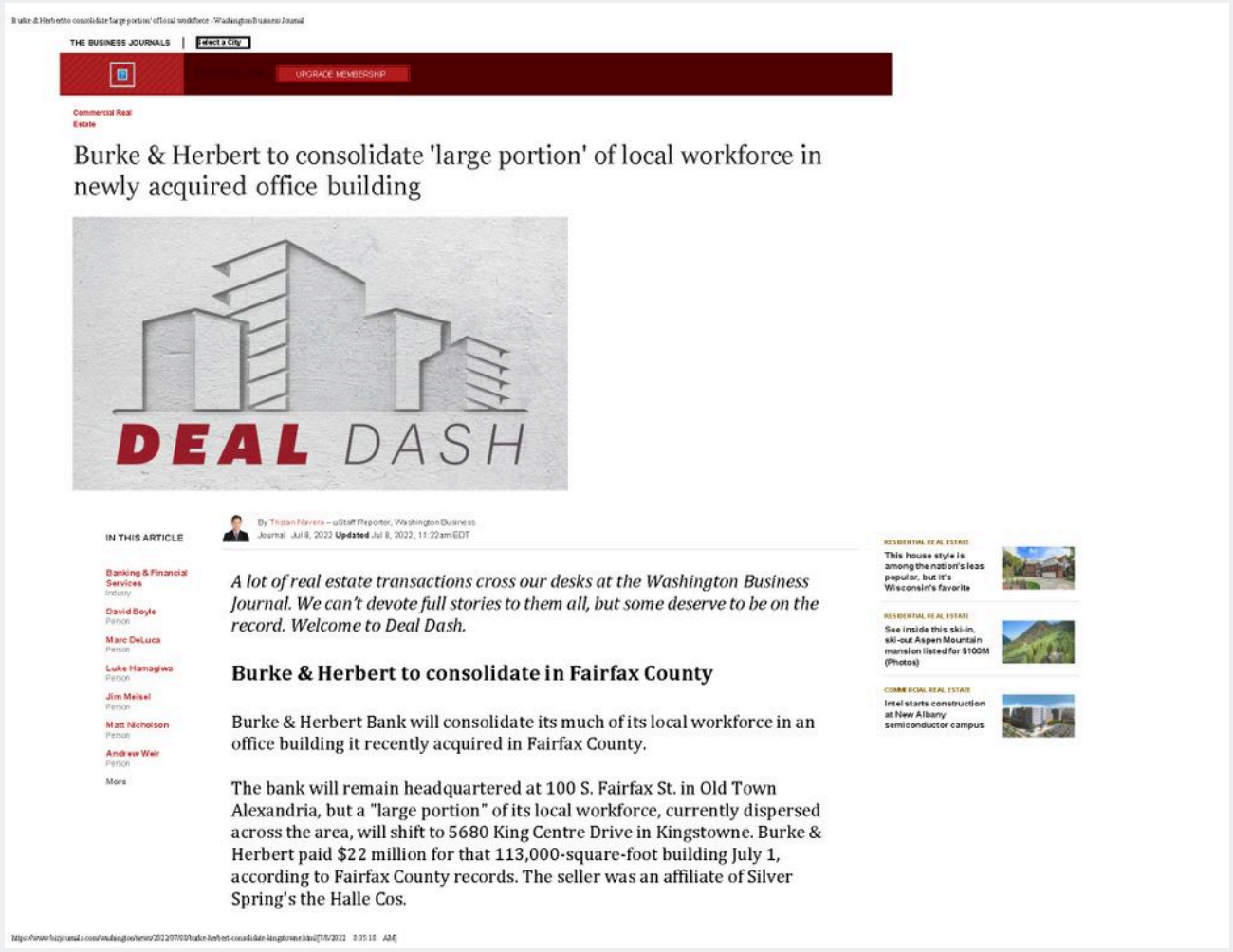
October 20, 2022 PRINT

Austin Business Journal (56-000)

Monthly Visits **16.7K**

Monthly Visits

Washington Business Journal



THE BUSINESS JOURNALS | Select a City

UPGRADE MEMBERSHIP

Commercial Real Estate

Burke & Herbert to consolidate 'large portion' of local workforce in newly acquired office building

DEAL DASH

IN THIS ARTICLE

Banking & Financial Services
Industry
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Marc DeLuca
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Luke Hamagiwa
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Jim Meisel
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Matt Nicholson
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Andrew Weir
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By Tristan Navera – Staff Reporter, Washington Business Journal Jul 8, 2022 Updated Jul 8, 2022, 11:22am EDT

A lot of real estate transactions cross our desks at the Washington Business Journal. We can't devote full stories to them all, but some deserve to be on the record. Welcome to Deal Dash.

Burke & Herbert to consolidate in Fairfax County

Burke & Herbert Bank will consolidate its much of its local workforce in an office building it recently acquired in Fairfax County.

The bank will remain headquartered at 100 S. Fairfax St. in Old Town Alexandria, but a "large portion" of its local workforce, currently dispersed across the area, will shift to 5680 King Centre Drive in Kingstowne. Burke & Herbert paid $22 million for that 113,000-square-foot building July 1, according to Fairfax County records. The seller was an affiliate of Silver Spring's the Halle Cos.

RESIDENTIAL REAL ESTATE
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RESIDENTIAL REAL ESTATE
See inside this ski-in, ski-out Aspen Mountain mansion listed for $100M (Photos)

COMMERCIAL REAL ESTATE
Intel starts construction at New Albany semiconductor campus

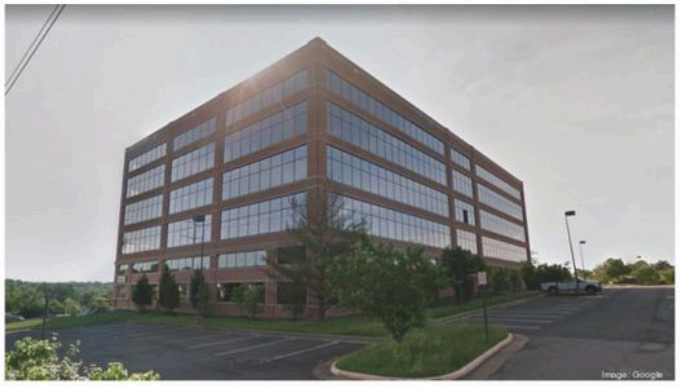
July 08, 2022 PRINT

Washington Business Journal (56-000)

bizjournals.com/washington/news/2022/...

Monthly Visits **122K**

Monthly Visits



This will be the new home of its commercial, treasury management, retail banking, human resources, operations, finance and accounting, credit risk management, marketing, digital strategy, and information technology departments, the bank said in a release.

The Kingstowne property has an assessed value of $19.3 million. The acquisition "is consistent with our plans for growth as we continue to execute our strategic priorities," Burke & Herbert President and CEO David Boyle said in the statement. The move comes as the $3.6 billion-asset bank plans to form a holding company, Burke & Herbert Financial Services Corp., a move that could fuel further acquisitions and growth.

The new location, the bank said, "is more centrally located" for its expanding workforce and "provides additional visibility for the bank."

Arlington firm on the move

Arlington's In-Q-Tel Inc., the region's eighth largest venture capital firm, per Washington Business Journal research, looks to be on the move. The not-for-profit has signed a lease for 79,716 square feet at Lerner Enterprises' 1800 Tysons Blvd., according to data from brokerage CBRE. It was the sixth largest office lease signed in Northern Virginia in the second quarter, CBRE reported.

In-Q-Tel, whose officials did not respond to requests for comment, typically invests between $500,000 and $3 million in emerging technology companies and has over 500 deals under its belt. Per the U.S. Department of Homeland Security: "IQT is the independent, non-profit strategic investor for the CIA and the broader U.S. Intelligence Community—including DHS." Pitchbook lists 24 deals for the organization last year, making it one of the most active locally.

The company's current home, 2101 Wilson Blvd. in Courthouse, is part of a complex that recently hit the market.

Three Fairfax buildings sell

The three-building Redwood Plaza office park in Fairfax, totaling 207,000 square feet, has been sold after two-plus decades with the same owner.

Newport Beach, California-based KBS sold 10560, 10580 and 10600 Arrowhead Drive to Network Realty Partners for $23 million, the seller announced. It has held them since 2000, and said now is the time to offload because of the "increasing demand for premier office space," Marc DeLuca, CEO and Eastern regional president at KBS, said in a statement.

The three buildings sit at two, three and five stories and were recently renovated with fresh common areas, tenant lounges and a cafe.

"The buyer was attracted to the property's easy access to Washington, D.C. and major airports as well as its proximity to shopping and dining options in the Fairfax market," Luke Hamagiwa, KBS vice president, said in a statement.

Jim Meisel, Matt Nicholson, Andrew Weir, Kevin Byrd and Dave Baker of JLL brokered the deal. Bruce Fischer, Howard Chu, and Amanda Kennedy of Greenberg Traurig LLP provided legal counsel to KBS.

Philadelphia Business Journal

PHILADELPHIA BUSINESS JOURNAL

Date: Thursday, July 21, 2022
Location: PHILADELPHIA, PA
Circulation (DMA): 14,914 (4)
Type (Frequency): Magazine (W)
Page: 9
Section: Main
Keyword: KBS Realty Advisors

THE FINE PRINT

$22M

Welltower Inc., a real estate investment trust that focuses on health care properties, paid $22 million in a sale-leaseback transaction involving 4060 Butler Pike, a 29,787-square-foot building in Plymouth Meeting, and 8 Ranoldo Terrace, a 20,000-square-foot building, in Cherry Hill, New Jersey. The seller was Mid Atlantic Retina, which is an affiliate of Wills Eye Surgeons. Scott Martin of Avison Young arranged the transaction.

376,000 SF

Two aluminum extrusion companies have leased a combined 376,000 square feet at the Pennsauken Logistics Center II, backfilling a portion of the 600,000 square feet left vacant after Aluminum Shapes' bankruptcy. Western Extrusions of Carrollton, Texas, leased 213,000 square feet at the 9000 River Road property and Almag Aluminum of Toronto leased 163,000 square feet. The two companies combined are expected to bring roughly 300 jobs to the property and each signed separate five-year deals. Chris Pennington and Mike Torsiello of Binswanger arranged the leases. Velocity Venture Partners owns the complex.

7,700 SF

Computershare subleased 7,700 square feet at 275 Commerce Drive in Fort Washington from Ram Technologies Inc. Gene McHale of Beacon Commercial Real Estate and Pamela Parasugo of Howard Ecker & Co. represented Computershare. Steve Gersbach of CBRE Inc. represented Ram.

$5M

Faropoint paid $5 million for 121 High Hill Road, a 60,000-square-foot industrial building in Swedesboro, New Jersey. The seller was undisclosed. Don Grimes and Kevin Hagenberg of SSH Real Estate represented the buyer and seller.

38,666 SF

Delta T Group signed a three-year lease on 38,666 square feet at 950 E. Haverford Road in Bryn Mawr. Jim Dugan of Newmark represented the tenant. Keystone Development & Investment is the landlord.

2,700 SF

Infinite Equity, a firm that provides equity compensation valuation and consulting to corporations, subleased 2,700 square feet at Spring Mill Corporate Center at 1100 E. Hector St. in Conshohocken from Square 2 Marketing. Pete Soens and Kevin Hagenberg of SSH Real Estate represented the tenant.

$3.54M

Station House Holdings Inc. paid $3.54 million for 900 Hadden Ave., an 83,000-square-foot multi-tenant office building in Collingswood, New Jersey. The seller was 900 Haddon Ave LLC. Evan Zweben and Ryan Barikian of Wolf Commercial Real Estate represented the seller.

18,817 SF

Sedgewick Claims Management Services Inc. signed a five-year renewal on 18,817 square feet at 1801 Market St. in Philadelphia. George Cauffman of CBRE Inc. represented the tenant while Jack Soloff of Newmark represented the landlord, Ten Penn Center Associates.

3,620 SF

Tevogen Bio leased 3,620 square feet at the Wanamaker building at 100 E. Penn Square in Philadelphia for a new research and development center. The company expects to have five employees working there. The company also has space at CIC, a coworking space for life sciences companies at 3675 Market St. in Philadelphia, where it will eventually have 16 employees.

$935,000

United Way of Chester County paid $935,000 for 150 John Robert Thomas Drive, a 5,000-square-foot office condominium in Exton. The seller was Firgrand Realty Holding Co., which was represented by Phil Earley of Lieberman Early & Co. United Way was represented by Nicole Lyddane and Chuck Swope of Swope Lees Commercial Real Estate.

$1M

KBS Properties spent nearly $1 million on several renovations to 1000 Continental, a 205,424-square-foot office building in King of Prussia. A new conference center

Page 1 of 2

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Account: 24272 (335)
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July 21, 2022 PRINT

Philadelphia Business Journal (56-000)

Monthly Visits **14.9K**

Monthly Visits

PHILADELPHIA BUSINESS JOURNAL

Date: Thursday, July 21, 2022
Location: PHILADELPHIA, PA
Circulation (DMA): 14,914 (4)
Type (Frequency): Magazine (W)
Page: 9
Section: Main
Keyword: KBS Realty Advisors

was added and common areas including the lobby were upgraded. KBS plans to spend almost double that amount to make another series of renovations to the property later this year. Avison Young served as project manager.

$5.3M

Haverford Square Properties sold a 36-unit, six-building multifamily portfolio in the Mantua neighborhood of Philadelphia for $5.3 million. A joint venture between BrookWynn Capital Partners, Voyage Investments and Shift Capital bought the portfolio, which consists of 3838, 3840, 3842, 3856, 3858 and 3860 Haverford Ave. Saam Tashayyod of Scope Commercial Real Estate Services arranged the transaction.

BINSWANGER

Pennsauken Logistics Center at 9000 River Road in New Jersey.

GOOGLE MAPS

4060 Butler Pike in Plymouth Meeting was part of a $22 million sale-leaseback.

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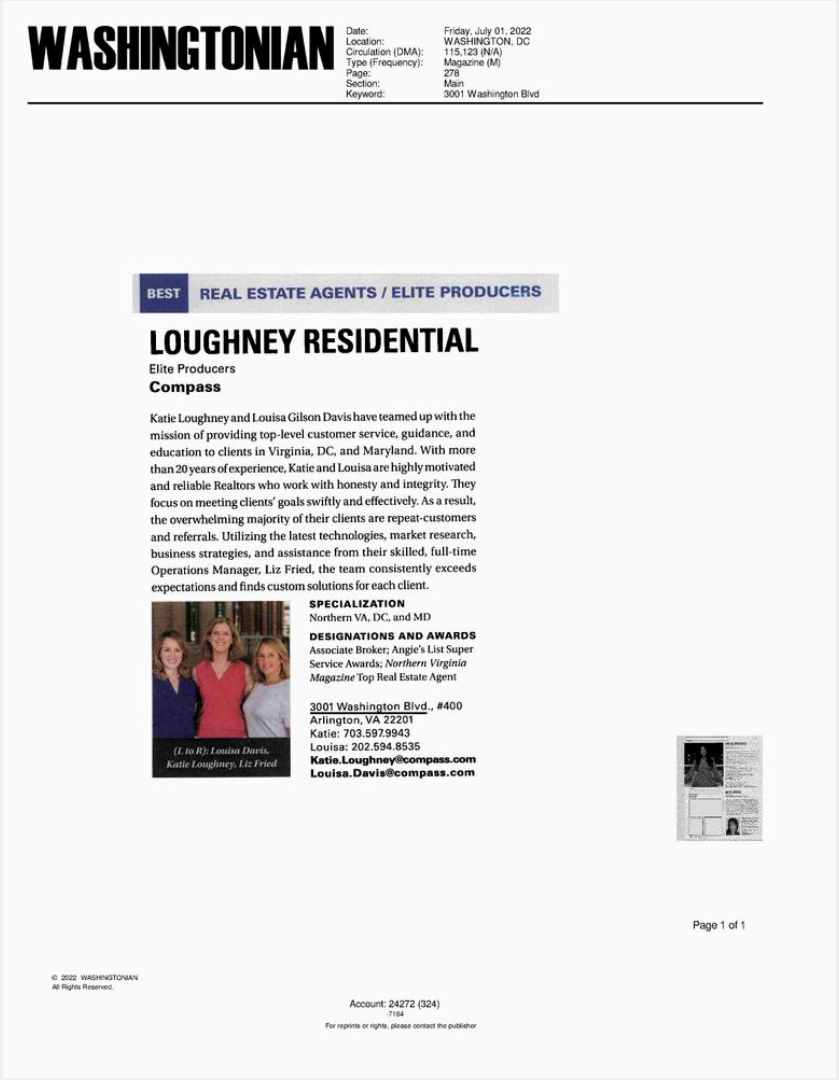
Washingtonian



WASHINGTONIAN

Date: Friday, July 01, 2022
Location: WASHINGTON, DC
Circulation (DMA): 115,123 (N/A)
Type (Frequency): Magazine (M)
Page: 278
Section: Main
Keyword: 3001 Washington Blvd

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(L to R): Louisa Davis, Katie Loughney, Liz Fried

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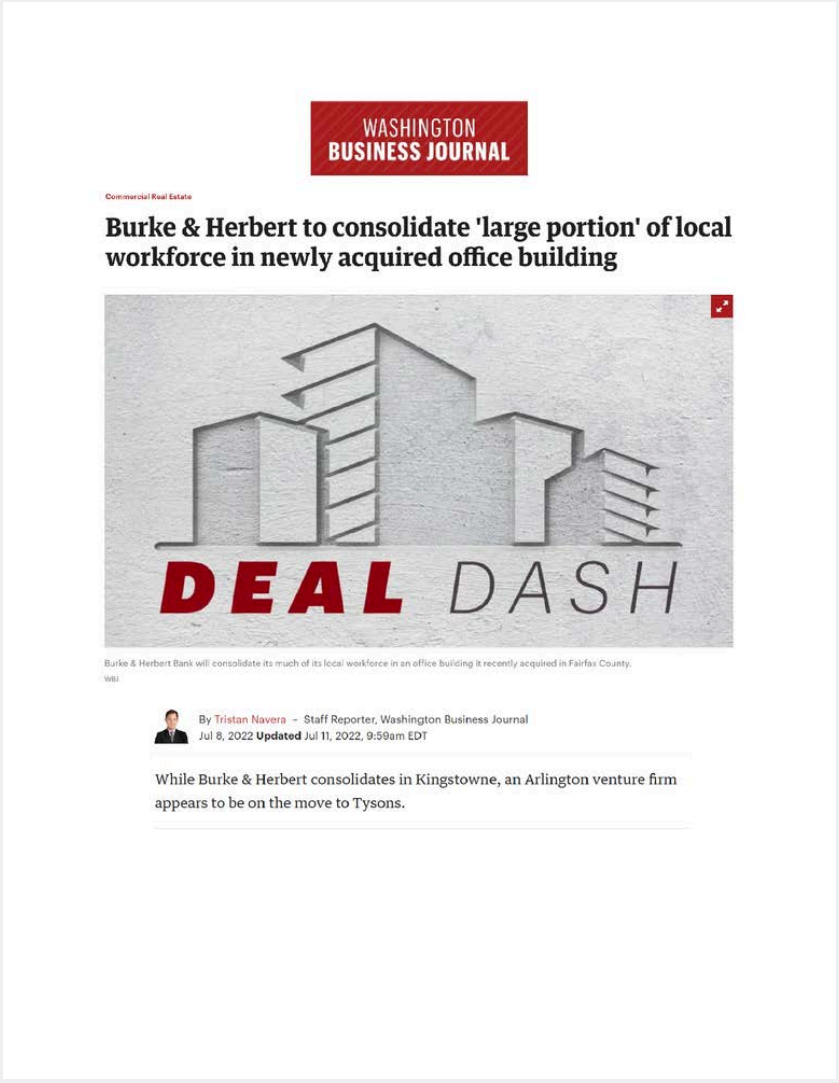
July 01, 2022 PRINT

Washingtonian (56-000)

Monthly Visits **115K**

Monthly Visits



WASHINGTON BUSINESS JOURNAL

Commercial Real Estate

Burke & Herbert to consolidate 'large portion' of local workforce in newly acquired office building

Burke & Herbert Bank will consolidate its much of its local workforce in an office building it recently acquired in Fairfax County.
WBJ

By Tristan Navera – Staff Reporter, Washington Business Journal
Jul 8, 2022 **Updated** Jul 11, 2022, 9:59am EDT

While Burke & Herbert consolidates in Kingstowne, an Arlington venture firm appears to be on the move to Tysons.

July 08, 2022 ONLINE

Washington Business Journal (56-000)

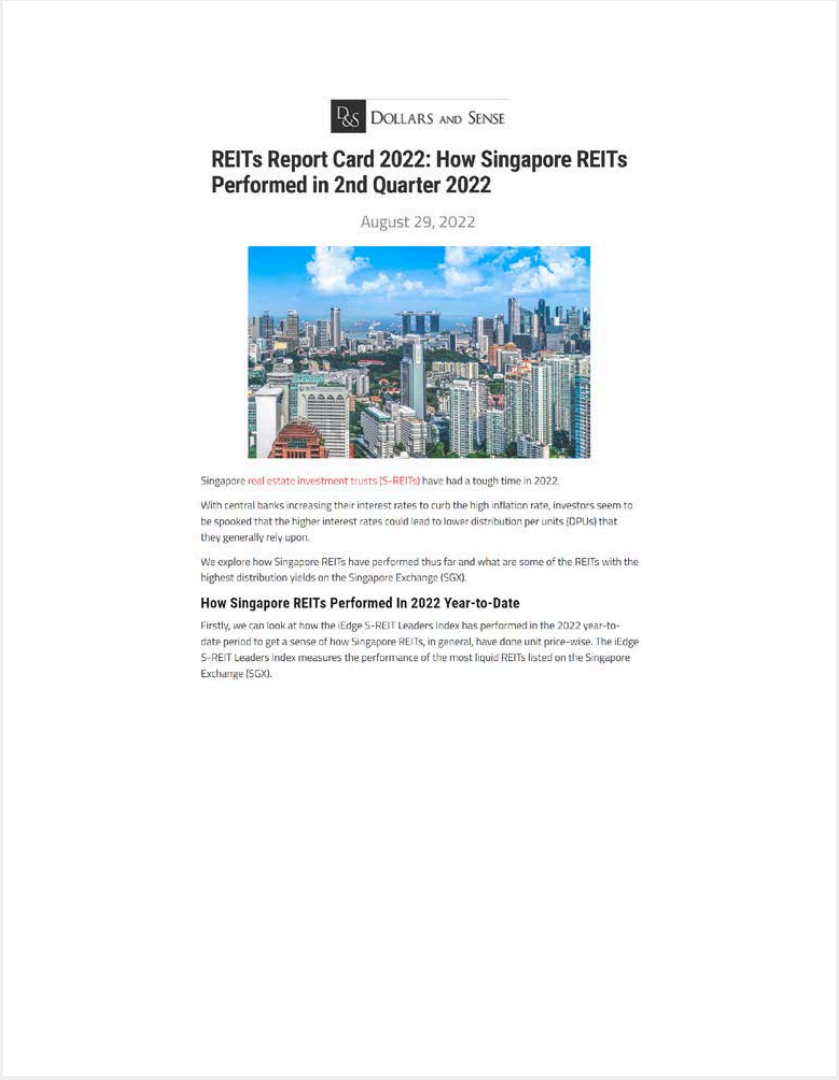
bizjournals.com/washington/news/2022/...

Monthly Visits **122K**

Monthly Visits

Dollars and Sense

DollarsAndSense is Singapore's leading personal finance website, created to help you make better financial decisions.



DOLLARS AND SENSE

REITs Report Card 2022: How Singapore REITs Performed in 2nd Quarter 2022

August 29, 2022

Singapore real estate investment trusts (S-REITs) have had a tough time in 2022.

With central banks increasing their interest rates to curb the high inflation rate, investors seem to be spooked that the higher interest rates could lead to lower distribution per units (DPUs) that they generally rely upon.

We explore how Singapore REITs have performed thus far and what are some of the REITs with the highest distribution yields on the Singapore Exchange (SGX).

How Singapore REITs Performed In 2022 Year-to-Date

Firstly, we can look at how the iEdge S-REIT Leaders Index has performed in the 2022 year-to-date period to get a sense of how Singapore REITs, in general, have done unit price-wise. The iEdge S-REIT Leaders Index measures the performance of the most liquid REITs listed on the Singapore Exchange (SGX).

August 29, 2022 ONLINE

Dollars and Sense (56-000)

dollarsandsense.sg/reits-report-card-202...

Monthly Visits **249K**

Monthly Visits

Best in Dallas

Date: Thursday, September 01, 2022
Location: DALLAS, TX
Circulation (DMA): 63,407 (N/A)
Type (Frequency): Magazine (12Y)
Page: 94,95
Section: Main
Keyword: Highland Park Place

SPECIAL ADVERTISING SECTION

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We are proud to feature the following professionals who have earned the award of "Best" in their industry, by their peers. Use this as a reference on where to find the best in Dallas-Fort Worth. For more, visit dmagazine.com.

Best Dentists

LEE FITZGERALD, D.D.S., FAGD, FICOI
General Dentistry, Cosmetic and Implant Dentistry | Diplomate American Board of Oral Implantology/Implant Dentistry

Dr. Lee Fitzgerald has been a *D Magazine* Best Dentist from 2003 to 2017. His office is unique as an all-in-one center for cosmetic and dental implants. No longer do you need to travel to several offices for your implants or have your cosmetic dental work sent to an outside lab. All treatment and work is done in the same office under Dr. Fitzgerald's supervision. He has an in office dental lab to cater to your cosmetic and implant needs. Dr. Fitzgerald's office offers complementary cosmetic and implant evaluations with a free dental CAT scan. He is one of only 21 dentists in Texas who are a Diplomate of the American Board of Oral Implantology/Implant Dentistry. More information can be found on his website.

KENNETH HAMLETT, D.D.S., FAGD, FAACD
Cosmetic and Restorative Dentistry

Looking your best also means feeling your best, and a beautiful smile definitely makes an impact. As a Dallas native, Dr. Hamlett understands the importance of self-image. Therefore, he is committed to achieving excellent results for each patient. Stunning, natural smiles are his trademark. With a focus on comprehensive patient care, he strives to provide patients with healthier, brighter smiles. His office exudes a pampering, spa-like environment complete with aromatherapy candles, soothing music, and massage chairs. Dr. Hamlett is one of only a few dentists in the world to achieve the Fellow Member status by the American Academy of Cosmetic Dentistry and the Academy of General Dentistry.

TOM MCDOUGAL, D.D.S., FAGD, FICD
Clinical Assistant Professor; Baylor College of Dentistry Aesthetic and Restorative Dentistry

Selected by his peers in *D Magazine* as one of the Best Dentists in Dallas for the last 11 consecutive years and additionally selected in two categories—general and cosmetic dentistry—Dr. McDougal practices state-of-the-art dentistry. His technologically advanced office is staffed with an exemplary team and offers patients the serenity of a greenhouse facility. This, combined with an in-house aesthetic dental laboratory and Dr. McDougal's personal commitment to excellence, uphold the stellar reputation of this dental practice that is known for its care and service. Dr. McDougal serves on the faculty for the Center for Aesthetic and Restorative Dentistry.

MARK SOWELL, D.D.S., M.A.G.D., A.A.C.D.

For nearly three decades, Dr. Mark Sowell has been the name to know for comprehensive modern dental care. He is one of 50 dentists worldwide to have achieved mastership status from The Academy of General Dentistry and to earn accredited membership with the American Academy of Cosmetic Dentistry. He is also a Fellow of the International Academy of Dental Facial Esthetics and a Fellow of the International Congress of Oral Implantologists. He has been named among the Best Dentists in Dallas in D Magazine, a Super Dentist by Texas Monthly, and a Best Dentist in America by Woodward/White. He is a visiting faculty member of Spear Education and has achieved success through a lifetime of continuous learning and teaching.

Best Doctors

JERALD S. GOLDSTEIN, MD
REBECCA A. CHILVERS, MD
SATIN S. PATEL, MD
Specialty: Fertility
Fertility Specialists of Texas

Doctors Jerald S. Goldstein, Rebecca A. Chilvers and Satin S. Patel have each been recognized as leaders in the field of reproductive medicine by patients and peers alike. Board certified in both obstetrics and gynecology and reproductive endocrinology and infertility, the team at Fertility Specialists of Texas (FST) has been proudly growing families for 15 years. By combining advanced technology and clinical experience with personalized, proactive treatment plans, FST consistently achieves IVF success rates above the national average. Areas of expertise include in vitro fertilization (IVF), egg freezing, genetic testing, donor egg, recurrent pregnancy loss and polycystic ovary syndrome (PCOS).

STEVEN J. WHITE, M.D.
Specialty: Cosmetic Plastic Surgery
USA Plastic Surgery

Dr. White specializes in all aspects of cosmetic surgery and is board certified in both plastic surgery and ENT. His commitment to excellence has been recognized by his selection as a Texas Super Doctor (*Texas Monthly*) as well as one of the Best Doctors in Dallas (*D Magazine*). He is known for the quality of his results as well as the personal care he provides. Dr. White is dedicated to seeking the best outcomes for every patient. He believes precise surgical technique is essential to achieve exceptional results. Combining innovative instruments and techniques with state-of-the-art technology allows Dr. White to offer his patients better results with less discomfort and rapid recovery.

Best Financial Planners Wealth Managers

FRANNIE GARDNER, CFP®, CFED®, CDFA™
ANDREW R. GARDNER, CFP®, CFED®
Gardner Wallace Financial Solutions

Having a plan helps you remain on course to achieve your goals as well as to alleviate stress. Your team at Gardner Wallace is committed to a proactive and holistic planning approach to keep you on track through all of life's stages. We are in this together. Plan. Retire. Enjoy!

Best Lawyers

FRANK L. BRANSON
The Law Offices of Frank L. Branson, PC
Highland Park Place

Frank Branson's work in serious injury cases has earned him the reputation as one of the nation's top trial lawyers. Listed among the Best Lawyers in Dallas in *D Magazine*, he also is ranked as one of the Top 10 Lawyers in Texas in *Texas Monthly* magazine. In addition to being named in the publication "Best Lawyers in America" since 1987, Branson was profiled in *Forbes* magazine as one of the 50 most successful attorneys in the nation. In 2002, he earned the prestigious "MoPi" award presented by the Melvin Belli Society to a "Giant of the Trial Bar."

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Page 1 of 2

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September 01, 2022 PRINT

Best in Dallas (56-000)

Monthly Visits **63.4K**
Monthly Visits

Date: Thursday, September 01, 2022
Location: DALLAS, TX
Circulation (DMA): 63,407 (N/A)
Type (Frequency): Magazine (12Y)
Page: 94,95
Section: Main
Keyword: Highland Park Place

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Robert Epstein is an experienced family law attorney with the strategic capabilities, creativity, and intense drive to resolve challenging cases both in and out of the courtroom. He guides clients with diverse goals and financial circumstances through all types of family law matters. Clients count on Epstein to outhustle adversaries and create proactive game plans to maintain control of their cases and resolve them favorably. Epstein's constant communication and supportive nature are highly valued by clients. Epstein is Board Certified in Family Law by the Texas Board of Legal Specialization and a Certified Financial Litigator by the American Academy for Certified Financial Litigators. He has been recognized as one of *D Magazine*'s Best Lawyers since 2016 and has received numerous awards throughout his career. Epstein Family Law is your answer to a better future.

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Scott Frenkel, Mark Frenkel, and Gene Burkett have all been recognized as Best Lawyers in Dallas by *D Magazine* numerous times. Established 24 years ago, the firm handles cases throughout the nation on significant personal injury cases. Practice areas include serious trucking, auto, and motorcycle collisions and product liability (including automobile defect cases such as seatbelt/airbag failure.) Both Gene and Scott have been named to *Fort Worth Magazine*'s Top Attorney list in 2017. Mark and Scott have been named Super Lawyers in *Texas Monthly*. All three lawyers are members of the Million-Dollar and Multi-Million Dollar advocates forum, and Mark is an officer in the Dallas Trial Lawyers Association.

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Kelly McClure is considered a foremost expert on the legal and emotional complexities of divorce. McClure Law Group offers their clients an alternative and creative approach to litigation through Collaborative Law and other forms of dispute resolution in which the participants reach equitable agreements without painful litigation, thereby minimizing stress and additional financial burden and maximizing privacy and discretion. However, the expertise and tenacious drive of the lawyers at McClure Law Group are formidable factors when cases reach the courthouse. Collectively, the firm's lawyers have approximately 100 years of experience handling complex property cases, custody disputes, modifications, and pre and post-marital agreements. McClure is Board Certified in family law by the Texas Board of Legal Specialization and all partners have been named as Best in Dallas over the past couple of decades.

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Julie Quaid is committed to helping clients prevent the destruction often associated with divorce by guiding them toward respectful, cooperative ways of divorcing. She works to achieve optimum results by helping clients focus on the future and protecting what is most important: children, relationships, and financial security. When *D Magazine* surveyed local lawyers to name the top female attorneys in North Texas, only Quaid was recognized for both Collaborative Divorce and Family Law. She was named Lawyer of the Year: CollaborativeLaw: Family Law Dallas/Ft. Worth for 2017 by *U.S. News and World Report*, Texas Super Lawyer 2011–2021 and Best Lawyers in America 2014–2022. Quaid Farish was recognized as Top-Listed Family Law in Dallas by Best Lawyers in America 2014–2022 and Top-Listed Collaborative Family Law for 2017–2022.

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Jeff Rasansky is listed among The Best Lawyers in Dallas by *D Magazine* and a 16-time Texas Super Lawyer in *Texas Monthly*. He represents individuals and families in catastrophic injury and death cases involving auto/trucking accidents, birth injuries, medical malpractice, and defective and dangerous products. In addition, Rasansky and his law firm represent clients on a contingency and/or hybrid-fee basis in complex business litigation including contract claims, insurance disputes, breach of fiduciary duty, deceptive trade practices, and fraud. Print and television reporters regularly rely on Rasansky for his views on today's significant legal events.

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Modern Luxury Dallas Magazine

MODERN LUXURY DALLAS

Date: Thursday, September 01, 2022
Location: DALLAS, TX
Circulation (DMA): 52,365 (N/A)
Type (Frequency): Magazine (10Y)
Page: 24
Section: Main
Keyword: Highland Park Place

LETTER FROM THE TEXAS PRESIDENT

Clockwise from left: These acrylic sticks add the perfect punch to your fall beverage; Park District is bustling with exciting developments; Old Dominion will hit the stage for Carole Baron's Ball as it returns to Southfork Ranch.

MEMBER SPOTLIGHT
Marie Briner, Owner and Founder, Briner Family Law Group
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BEST IN CLASS

Well, that seemed like a hot minute. Literally. The summer season has come to an end and we're back to school, back to business and looking forward to what appears to be a strong lineup of fantastic fall events.

With this issue, we introduce you to our 2022 Women of Style as well as this year's Dynamic Women. Our dynamic women were shot on location at the luxurious Park District in the heart of downtown Dallas. While the real estate market continues to thrive here, please check out our favorite real estate professionals who can help you buy and sell at record speed. It continues to be rather sporty out there.

Speaking of... our 2022 Fresh Faces of Fashion include quite a few select names in the sports world. Mark Thursday, Sept. 29, as our talent takes to the runway benefiting SPCA Texas in West Village Dallas.

Also in September, join us for the Cattle Baron's Ball at the iconic Southfork Ranch on Sept. 17 with Old Dominion taking the stage raising record money for the American Cancer Society. I had the pleasure of attending a concert of theirs over the summer with friends. "Never Be Sorry" is so good!

And I'd be remiss to not mention my friend Jordan Payne, featured in this issue. She's back to designing the most incredible events for your next occasion. Note that her company Acrylic Sticks continues to keep her busy. Think jewelry for your cocktails. After all, it's all in the details when entertaining.

Enjoy. And see you in September.

Blake Stephenson
Texas President
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Account: 24272 (361)
P274
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September 01, 2022 PRINT

Modern Luxury Dallas Magazine (56-000)

Monthly Visits **52.4K**

Monthly Visits

San Antonio Business Journal

SAN ANTONIO BUSINESS JOURNAL

Date: Thursday, September 01, 2022
Location: SAN ANTONIO, TX
Circulation (DMA): 8,029 (31)
Type (Frequency): Magazine (W)
Page: 20
Section: Main
Keyword: Fountainhead Tower

THE LIST

Compiled by Jalen Lopez
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COMMERCIAL REAL ESTATE BROKERAGES

RANKED BY TOTAL REAL ESTATE SALES VOLUME IN 2021

	Business name Website	Address Phone	Total real estate sales volume in 2021	Value of largest current project	Total square feet leased/sold in 2021	No. of offices locally/ Company wide	Top local executive + commercial real estate brokerage
1	CBRE Group Inc. cbre.us/sanantonio	1803 Broadway St. #825 San Antonio, TX 78215 210-225-1000	$1.45 billion	$129.15 million	14.25 million	1 /5200	Gardner Peavy gardner.peavy@cbre.com
2	Marcus & Millichap / Institutional Property Advisors marcusmillichap.com	8200 IH-10 W #603 San Antonio, TX 78230 210-343-7800	$1.12 billion	$60 million	9.09 million	1 /80	Bruce Bentley bruce.bentley@marcusmillichap.com
3	Newmark[1] nmrk.com	1250 N.E. Loop 410 #200 San Antonio, TX 78209 210-529-7266	$1.08 billion	NA	6.01 million	1 /1500	Patton Jones Matt Michelson
4	Institutional Property Advisors institutional@nmrkpropertyadvisors.com	8200 IH-10 W #603 San Antonio, TX 78230 210-343-7800	$1.02 billion	$75 million	4.84 million	1 /80	Drew Garza dgarza1@drewa.com
5	KW Commercial kwcommercial.com	15510 Vance Jackson, 104 San Antonio, TX 78249 210-696-9996	$353.35 million	$12.9 million	69.38 million	2 /790	Cynthia Lee CCIM cynthia.c.lee@kw.com
6	First American Commercial Property Group firstbusters.com	18618 Tuscany Stone #213 San Antonio, TX 78258 210-495-7775	$264 million	NA	92.376	1 /1	Mellick Sykes mysykes@firstbusters.com
7	Endura Advisory Group endurausa.com	9311 San Pedro #850 San Antonio, TX 78216 210-366-2222	$213.47 million	$29 million	NA	1 /1	Jim Lundblad jlundblad@endurausa.com David Held
8	Cavender & Hill Properties Inc. cavenderhill.com	7373 Broadway St. Suite 505 San Antonio, TX 78209 210-349-0900	$203.72 million	NA	5.3 million	1 /1	Mark Cavender mcavender@cavenderhill.com
9	Cushman & Wakefield cushmanwakefield.com	4040 Broadway St. Suite 602 San Antonio, TX 78209 210-890-2132	$141.95 million	$42.3 million	2.94 million	1 /400	Ryan Kasten
10	Fountainhead Tower fountainhead.com	8200 I-10 W San Antonio, TX 78230 210-341-1144	$107.12 million	NA	4.43 million	1 /33	Leah Gallagher
11	Drake Commercial Group drakecommercial.com	4830 N. Loop 1604 W. #510 San Antonio, TX 78249 210-402-6363	$64.77 million	NA	14 million	1 /1	Deborah Bauer deborah@drakecommercial.com
12	Rohde Ottmers Siegel Realty Ltd. rohdeottmers.com	11503 NW Military Hwy. #330 San Antonio, TX 78231 210-366-1400	$40.75 million	NA	6.17 million	1 /1	Bryan Ottmers bottmers@rohdeottmers.com Alfred W. Rohde III fitzsimmons@rohdeottmers.com
13	Valcor Commercial Real Estate valcorcre.com	1723 N. Loop 1604 E. #304 San Antonio, TX 78232 210-824-4242	$27.32 million	NA	1.81 million	1 /1	Jonathan Collins
14	Oldham Goodwin Group LLC oldhamgoodwin.com	1901 NW Military Highway Suite 205 San Antonio, TX 78213 210-404-4600	$24.27 million	$7.35 million	6.13 million	1 /5	Steve Monroe CCIM steve.monroe@oldhamgoodwin.com
15	Blakeley Commercial Real Estate LLC blakeleycre.com	4040 Broadway #240 San Antonio, TX 78209 210-349-6111	$19.15 million	$10 million	2.02 million	1 /3	Lynn Blakeley
16	Turcotte Real Estate Services Inc. turcotteres.com	19306 Huebner Rd. #103 San Antonio, TX 78259 210-842-2722	$16.92 million	NA	NA	1 /1	John Greg Turcotte
17	J. Allen Investments Inc. jalleninvestmentsinc.com	17203 Nacogdoches Rd. San Antonio, TX 78266 210-497-1400	$14 million	$10 million	200,000	3 /3	James Allen txdeveloper38@yahoo.com
18	The Retail Connection theretailconnection.net	10101 Reunion Pl. #160 San Antonio, TX 78216 210-408-6464	$13.42 million	$15.3 million	500,005	1 /4	Nick Altomare nick@theretailconnection.net

[1] Formerly listed as Newmark Knight Frank

NOTES: Date published: Aug. 26, 2022 | NA = Not available

A CLOSER LOOK

$6.1B

Total amount of commercial real estate sales volume reported by brokerages on The List

ABOUT THE LIST

Information for The List was supplied by surveys from the companies themselves, which could not be independently verified by the San Antonio Business Journal.

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September 01, 2022 PRINT

San Antonio Business Journal (56-000)

Monthly Visits **8.03K**

Monthly Visits

Austin Business Journal

AUSTIN BUSINESS JOURNAL

Date: Thursday, September 01, 2022
Location: AUSTIN, TX
Circulation (DMA): 16,687 (38)
Type (Frequency): Magazine (W)
Page: 14,16
Section: Main
Keyword: 515 Congress

THE LIST

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AUSTIN-BASED PRIVATE COMPANIES

RANKED BY TOTAL REVENUE IN 2021

Rank	Business name (Prior rank) Website	Address	Total revenue 2021	Austin-area employees 2022	Services or products offered	Locations: Local/ Total	Year est. in Austin HQ city	Top local executive
1	Arrive Logistics arrivelogistics.com	9701 Metropolis Dr. Bldg. 15 Austin 78744	$1.6 billion	1,038	Freight logistics company that negotiates prices between freight carriers and businesses	1 3	2014 Austin	Matt Pyatt, CEO
2	McCoy's Building Supply mccoys.com	1350 N I-35 San Marcos 78666	$1 billion	540	Building supply retailer for consumers and professional builders and remodelers	9 85	1972 San Marcos	Meagan McCoy Jones, CEO
3	Texas Mutual Insurance Co. texasmutual.com	2200 District St. Austin 78723	$957.3 million	670	State's largest provider of workers' compensation insurance committed to building a stronger, safer Texas	1 4	1992 Austin	Richard Gonzalez, President/CEO
4	Netspend Corp.[2] netspend.com	(private) Austin	$886.4 million	700	Provides prepaid debit cards and commercial payroll card options serving underbanked consumers	1 3	1999 Austin	Kelley Knutson, President
5	Continental Automotive Group cagaustin.com	6717 Airport Blvd. Austin 78752	$758.02 million	678	New and used car sales and automotive service for Austin INFINITI, Austin Subaru, First Texas Honda, and Mercedes-Benz of Austin	5 7	1966 Austin	Bryan Hardeman, Principal, Continental Auto Group[3]
6	HHS LLC hhs1.com	12495 Silver Creek Rd Dripping Springs 78620	$650 million	171	Housekeeping/custodial, food/dining services, facilities/ grounds management, client flow, linen/laundry, health care tech management, construction management	1 1	1975 Dripping Springs	Bobby Floyd, CEO/ Chairman
7	CarbonBetter LLC carbonbetter.com	2309 E. Cesar Chavez St. Austin 78702	$632.92 million	20	Sustainability and decarbonization services; clean energy and carbon offset project consulting; energy logistics	1 1	2012 Austin	Tri Vo, CEO
8	Four Hands LLC fourhands.com	2090 Woodward St. Austin 78744	$454.61 million	482	2,000+ styles (each) across living, dining, outdoor, and everything in between, including art, all of which offers a cohesive, elevated design aesthetic	8 15	1996 Austin	Matthew Briggs, President/CEO
9	Enverus enverus.com	2901 Via Fortuna 200 Austin 78746	$429.5 million	263	Enverus is the leading energy SaaS company delivering highly-technical insights and predictive/prescriptive analytics that empower customers to make decisions that increase profit	2 28	1999 Austin	Jeff Hughes, CEO
10	Austin Regional Clinic PA austinregionalclinic.com	6210 E. Hwy. 290 #350 Austin 78723	$401.24 million	2,199	Multispecialty and primary-medical care, including family medicine, pediatrics, internal medicine and 16 specialties	33 33	1960 Austin	Anas Daghestani, CEO
11	Hellas Construction Inc. hellasconstruction.com	12000 W. Parmer Ln. Austin 78613	$389.11 million	122	Sports facility construction and synthetic surfaces turf infill-; planning services for field, track and tennis, install and maintain	3 10	2004 Austin	Reed Sexton, CEO
12	Milestone Community Builders mymilestone.com	2100 Northland Ave. Austin 78756	$382 million	202	Specializing in community development and home building	1 1	2009 Austin	Garrett Martin, CEO
13	MW Builders mwbuilders.com	3712 Helios Way Pflugerville 78660	$343.19 million	54	Preconstruction, design-build, general construction, and construction management services	1 5	1971 Pflugerville	Jason Claflagn, VP, Austin[4]
14	Embree Group[5] embreegroup.com	4747 Williams Dr. Georgetown 78633	$251.93 million	230	Build-to-suit developer, construction company and capital markets advisory services	1 3	1979 Georgetown	Jim Embree, Owner/CEO
15	White Construction Company whiteconst.com	2701 Bee Cave Rd. #250 Austin 78746	$246.64 million	80	General contracting, management, design/build	1 4	1981 Austin	Noel White, Chairman
16	Virtex virtex.us	12234 N. I-35 Bldg. A Austin 78753	$220.1 million	140	Electronic manufacturing and design, supporting industrial, medical, aid-aero and automotive OEMs; performs PCBA assembly, system build, test and supply chain services	1 8	1999 Austin	Brad Heath, President/ CEO
17	American Constructors americanconstructors.com	11900 W. Parmer Ln. #200 Cedar Park 78613	$212 million	122	Commercial construction manager and general contractor firm specializing in intricate and complex public and private construction	1 1	1962 Cedar Park	Marty Burger, CEO
18	SAM Companies sam.biz	4801 Southwest Pkwy. Bldg. 2-100 Austin 78735	$194.7 million	131	Surveying, mapping, geospatial, GIS, BIM, subsurface utility engineering, utility coordination, construction phase services	1 38	1994 Austin	Christopher Solomon, President/CEO
19	Pearlstone Partners LLC pearlstonepartners.com	2120 Westbanks Dr. #100 Austin 78712	$187 million	16	Real estate development, investment, construction management	1 1	2018 Austin	Robert Lee, CEO
20	Journeyman Group journeymangroup.com	1000 N. Lamar Blvd. #400 Austin 78703	$153.12 million	115	Development and construction of luxury class A multi-family communities; luxury apartments; senior assisted living/ memory-care facilities	1 1	1996 Austin	Kurt Gall, President, JCI Residential
21	HealthTronics Inc. healthtronics.com	9825 Spectrum Dr. Bldg. 3 Austin 78717	$153 million	104	Mobilizes and operates medical equipment and services including lasers, cryoablation, ultrasound, and lithotripsy for health care providers throughout the U.S.	1 12	1989 Austin	Bill Linder, CEO
22	Airco Mechanical aircomechanical.com	1000 S. I-35 Round Rock 78681	$150.31 million	567	Mechanical contracting with significant commercial and residential service groups serving Central Texas	1 2	1983 Round Rock	Chip Chamblin, President
23	Freedom Solar Power freedomsolarpower.com	4801 Freidrich Ln. #100 Austin 78744	$146.1 million	260	Residential and commercial solar installer born & bred in Texas, helping tens of thousands of customers achieve energy independence and savings by generating their own power	1 10	2007 Austin	Bret Biggart, CEO
24	Lion Street liondirect.com	515 Congress Ave. 2500 Austin 78701	$133.22 million	64	Life insurance; broker-dealer; retirement/income strategies; charitable giving; business/institutional plans; private placement; premium finance; foreign nat'l strategy	1 n/a	2010 Austin	Bob Carter, Founder/CEO
25	Epiphany Dermatology epiphanydermatology.com	6601 Vaught Ranch Rd. Austin 78730	$132.25 million	60	Full-service dermatology practice that treats all conditions of the skin, hair, and nails	1 69	2014 Austin	Gheorghe Pasiz, CEO

1 McCoy: 65 stores, 2 distribution centers, and 2 millwork facilities across three states.
2 Idt Worldwide Inc. said Aug. 1 that it has agreed to purchase the Netspend consumer business from Georgia-based Global Payments Inc. for $1 billion in cash. The deal is expected to close in the first quarter of 2022 (ABJ report)
3 Continental Automotive Group includes three divisions with seven dealerships. Bryan Hardeman oversees the Group. Cerro Hardeman Hill leads Austin Infiniti Inc. which include Subaru. Continental Cars Inc. is lead by Will Hardeman and Continental Imports Inc. is lead by Tim Shuck. Jay Hardeman is in-house counsel.
4 MW Builders: Alex, Todd Wawerman is President. Austin/Dallas/Midland/Kansas City (based in Kansas City.)
5 Embree Group reflects combined revenue of three companies under the Embree umbrella: Development Group, Construction Group and Capital Markets Group.

CLOSER LOOK

$12.7B
Total combined revenue of the top 50 listmakers for 2021. By comparison, last year's listmakers had $9.7 billion in combined revenue for 2020.

11,876
Approximate number of people employed in the Austin area by top 50 listmakers.

ABOUT THE LIST
Source: ABJ surveys and company websites. Information provided by company representatives and could not be independently verified by the Austin Business Journal. Only firms that responded to request for information are included.

The following firms were on the list last year but did not participate this year:

- Aspen Heights Partners
- Keller Williams Realty Inc.
- ABC Home & Comm't Svcs.
- Clean Scapes LP
- The Burt Group Inc.
- Alpha Paving Industries
- HPI Real Estate Services & Investments
- Austin Capital Bank
- Radiant Plumbing & A /C
- Prendpio Consulting
- Dropoff Inc.
- Golf Cart King
- AIT Logistics

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September 01, 2022 PRINT

Austin Business Journal (56-000)

Monthly Visits **16.7K**

Monthly Visits

AUSTIN BUSINESS JOURNAL

Date: Thursday, September 01, 2022
Location: AUSTIN, TX
Circulation (DMA): 16,687 (38)
Type (Frequency): Magazine (W)
Page: 14,16
Section: Main
Keyword: 515 Congress

THE LIST

Compiled by Patricia Rogers
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AUSTIN-BASED PRIVATE COMPANIES

RANKED BY TOTAL REVENUE IN 2021

Rank	Business name (Prior rank) Website	Address	Total revenue 2021	Austin-area employees 2022	Services or products offered	Locations: Local/ Total	Year est. in Austin HQ city	Top local executive
26	**AffiniPay** affinipay.com	3700 N. Capital of Texas Hwy. #300 Austin 78746	$120.36 million	224	Payment processing software for associations offering applications and platforms-as-a-service for professional markets	1 / 1	2005 Austin	Dru Armstrong, CEO
27	**Open Mortgage LLC** openmortgage.com	14301 W. Hwy. 290 #1300 Austin 78737	$119 million	43	Residential mortgage, including conventional, FHA, VA and reverse mortgage	3 / 81	2003 Austin	Scott Gordon, CEO
28	**Joe Bland Construction LP** joebландconstruction.com	13111 Dessau Rd. Austin 78754	$113.21 million	375	General contractor specializing in subdivisions; site improvements; apartment site work; highway/bridge construction; utility distribution systems; earthwork; concrete	1 / 1	1996 Austin	Joe Bland, President
29	**Tabroo** tabroo.com	6433 Champion Grandview Way Bldg 2-100 Austin 78750	$106.61 million	n/a	Pay-Per-Application job search engine	1 / 1	2013 Austin	Thad Price, CEO
30	**Chasco Constructors Ltd. LLP** chasco.com	2801 E. Old Settlers Blvd. Round Rock 78665	$98 million	310	General contracting and construction management, including site work, concrete and underground utilities	1 / 1	1979 Round Rock	Chuck Glace, President
31	**Bild LLC** bild.com	2700 W. Anderson Ln. #206 Austin 78757	$85 million	55	Construction finance company offering project-based financing to contractors	1 / 2	2018 Austin	Chris Doyle, CEO
32	**ESO** eso.com	11500 Alterra Pkwy #100 Austin 78758	$83.3 million	170	Using data to connect health care and public safety ecosystem to help first responders and front line workers improve patient care from 911 call to post-hospital treatment	1 / 7	2004 Austin	Chris Dille, President/ CEO
33	**Restore Hyper Wellness** restore.com	3601 S. Congress Ave. Ste. C-200 Austin 78704	$82 million	250	Hyper Wellness services: biomarker assessments; IV drip; mild hyperbaric oxygen therapy; cryotherapy; infrared sauna; red light therapy; compression; HydraFacial	9 / 156	2015 Austin	Jim Donnelly, Co-Founder/CEO[1]
34	**American Eagle Protective Services** aepscorp.com	902 Crystal Falls Pkwy. Leander 78641	$75.22 million	30	Gov't contractor offering security; facilities maintenance; hospital maintenance; training and waste disposal	3 / 20	2002 Leander	Don Walker, CEO[2]
35	**Kidd Roofing** kiddroof.com	1212 E. Anderson Ln. #200 Austin 78752	$72.73 million	100	Roofing contractor specializing in residential and commercial new construction; re-roofing services; wall-cladding and gutters	1 / 5	1982 Austin	Nancy Lowe, CEO
36	**StoryBuilt** storybuilt.com	900 S. First St. #110 Austin 78704	$71.96 million	100	Urban infill real estate development firm	1 / 5	2006 Austin	Anthony Sola, Ryan Degenstrack, Managing members
37	**Structura Inc.** structurainc.com	9517 McNeil Rd. Austin 78758	$68.57 million	70	General contractor for new bldgs, interior/exterior renovations; corporate; health care; industrial; civic; retail; tech; academic; financial	1 / 1	2006 Austin	Rusty Morgan, President
38	**Flix Brewhouse Round Rock** flixbrewhouse.com	2200 S. I-35 Bldg. B Round Rock 78681	$65 million	160	Movies, food, drinks and brewed-on-premises craft beer	1 / 9	2010 Round Rock	Chance Robertson, President
39	**Lott Brothers Construction Co. Ltd.** lottbrothers.com	406 N. Lee St. #201 Round Rock 78664	$64 million	54	General contractor with vast experience in health care, office, education, residential and commercial construction	1 / 1	1988 Round Rock	Justin Lott, Partner/CEO
40	**Basic IDIQ** basicidiq.com	10713 N. IH 35 620 Bldg. F-622 Austin 78726	$56 million	47	Regional construction manager for IDIQ contracts	1 / 9	2007 Austin	Harlan "Robbie" Roberts, President
41	**Trimbuilt Construction Inc.** trimbuilt.com	P.O. Box 80169 Austin 78708	$55.47 million	60	Construction services; tenant finish/build out, ground-up and drywall subcontractor	1 / 1	1984 Austin	Larry Puckett, President/ Owner
42	**Alpha One Motors** alphaonemotors.com	2301 Double Creek Drive Suite 270 Round Rock 78664	$51 million	11	Alpha One Motors is a family-owned, boutique dealership that offers luxury, performance and exotic vehicles	1 / 1	2019	Michael Handelsman, President and Co-Founder
43	**BryComm LLC** brycomm.com	1051 New Technology Blvd. Hutto 78634	$49 million	181	Network cabling; outside plant cabling; security; A/V; DAS	1 / 3	2008 Hutto	Cory Brymer, Founder/ CEO
44	**Marcos Technologies LLC** marcostechnologies.com	1023 Springdale Rd. Bldg. B, Ste. A Austin 78721	$45.73 million	22	Cloud-based trading platform connecting protein buyers and sellers that offers pricing optimization, logistics, financing, and compliance services.	1 / n/a	2017 2017	Billy Wilkinson, CEO
45	**Conversion Logix LLC** conversionlogix.com	1921 Lohman's Crossing Rd. #200 Lakeway 78734	$45.58 million	17	Lead generation tools and multichannel campaigns across search, email, social, display, and video channels	1 / 2	2019 Lakeway	Andrew Cederlund, President/COO (Seattle)
46	**Ashby Signature Homes LLC** ashbysignature.com	3618 Williams Dr. #101 Georgetown 78633	$45.47 million	18	Custom home builder serving Georgetown and the greater Central Texas area	1 / 1	2017 Georgetown	Norm Ashby, President
47	**SKG** skgtexas.com	4301 E. Stassney Ln. Bldg. B-100 Austin 78744	$45.02 million	68	Environmental products; workplace consultant/change management; architectural products; integrated tech; sound masking; delivery/install; ergonomic furniture	1 / 2	1996 Austin	Beth Goff McMillan, CEO
48	**Aspire Allergy & Sinus** aspireallergy.com	5929 Balcones Dr. #200 Austin 78731	$45 million	135	Allergy testing and treatments; sinus procedures; introduced allergy drops to Central Texas in 2012 and the ExACT Immunoplasty procedure in 2019	7 / 62	2012 Austin	Alice Thompson, CEO
48	**Intera Inc.** intera.com	9600 Great Hills Trail #300W Austin 78759	$45 million	73	Hydrogeology; water-supply for industrial (energy and mining) and public clients; aquifer test; permits; investigations; risk assessment/remediation; air quality; geochemistry, geologic isolation	1 / 15	1985 Austin	Marsh Lavenue, CEO
50	**Corvia** flpayments.com	6300 Bridge Point Pkwy. Bldg. 3-310 Austin 78730	$42.8 million	54	Payment processing software and merchant services	1 / 1	2018 Austin	Chad Anselmo, CEO

[1] Restore Hyper Wellness: Also Steve Welch, Co-founder.

[2] AEPS: Also Bredgett Walker, co-founder and board member.

▸ CLOSER LOOK

THE NEXT FEW

Company	Revenue
Flynn Construction	$40M
Pushnami	$36.8M
Proximity Learning	$35.72M
Loram Technologies	$35.03M
Oak Rocket	$33.52M
Growth Acceleration Partners	$32.32M
Simply NUC	$31.37M
The Steam Team	$31.02M
Salient Systems	$31M
STG Design	$30.8M
DRigo Health Research	$29.53.
McGarrah Jessee	$7M
Neos Consulting Group	$25.6M
Frontier Bank of Texas	$25.42M
Atmosphere	$25.1M

ABOUT THE LIST
Source: ABJ surveys and and company websites. Information provided by company representatives and could not be independently verified by the Austin Business Journal. Only firms that responded to request for information are included.

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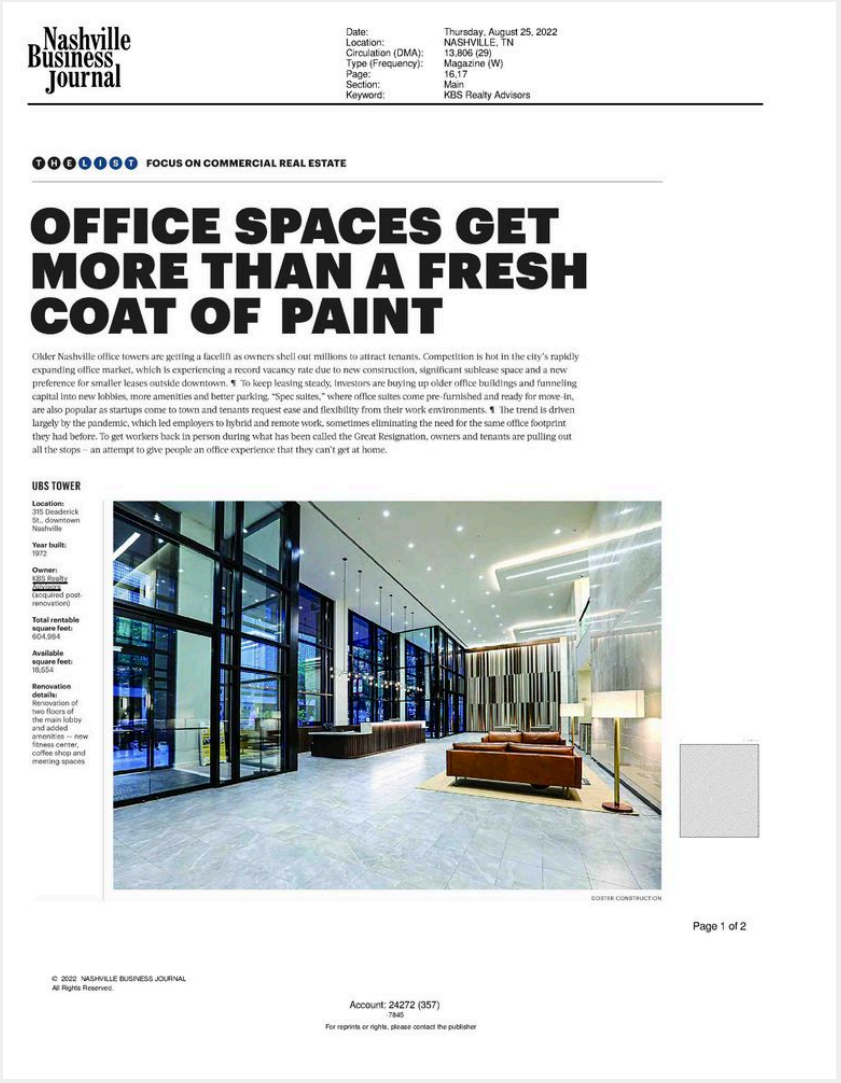
Nashville Business Journal



Nashville Business Journal

Date: Thursday, August 25, 2022
Location: NASHVILLE, TN
Circulation (DMA): 13,806 (29)
Type (Frequency): Magazine (W)
Page: 16,17
Section: Main
Keyword: KBS Realty Advisors

THE LIST FOCUS ON COMMERCIAL REAL ESTATE

OFFICE SPACES GET MORE THAN A FRESH COAT OF PAINT

Older Nashville office towers are getting a facelift as owners shell out millions to attract tenants. Competition is hot in the city's rapidly expanding office market, which is experiencing a record vacancy rate due to new construction, significant sublease space and a new preference for smaller leases outside downtown. ¶ To keep leasing steady, investors are buying up older office buildings and funneling capital into new lobbies, more amenities and better parking. "Spec suites," where office suites come pre-furnished and ready for move-in, are also popular as startups come to town and tenants request ease and flexibility from their work environments. ¶ The trend is driven largely by the pandemic, which led employers to hybrid and remote work, sometimes eliminating the need for the same office footprint they had before. To get workers back in person during what has been called the Great Resignation, owners and tenants are pulling out all the stops – an attempt to give people an office experience that they can't get at home.

UBS TOWER

Location: 315 Deaderick St., downtown Nashville

Year built: 1972

Owner: KBS Realty [redacted] (acquired post-renovation)

Total rentable square feet: 604,984

Available square feet: 16,554

Renovation details: Renovation of two floors of the main lobby and added amenities — new fitness center, coffee shop and meeting spaces

DOSTER CONSTRUCTION

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Account: 24272 (357)
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August 25, 2022 PRINT

Nashville Business Journal (56-000)

Monthly Visits **13.8K**

Monthly Visits

Nashville Business Journal

Date: Thursday, August 25, 2022
Location: NASHVILLE, TN
Circulation (DMA): 13,806 (29)
Type (Frequency): Magazine (W)
Page: 16,17
Section: Main
Keyword: KBS Realty Advisors

By Drew Hutchinson, 615-846-4251, dhutchinson@bizjournals.com

THE IVY

THE SASON ORGANIZATION

Location: 2 Vantage Way, MetroCenter

Year built: 1976

Owner: The Sason Organization

Total rentable square feet: 115,275

Available square feet: Up to 111,090

Amount spent on renovation: $3 million

Renovation details: Exterior refresh, redesigned and modernized lobby, fitness center, indoor/outdoor tenant lounge and market, rooftop terrace, flexible floor plates

ONE NASHVILLE PLACE

MARTIN B. CHERRY / NASHVILLE BUSINESS JOURNAL

Location: 150 4th Ave. N., downtown Nashville

Year built: 1985

Owner: Unico Properties

Total rentable square feet: 415,563

Available square feet: 10,143

Amount spent on renovation: $7 million

Renovation details: Upgraded lobby, tenant lounge, conference room, gym, locker rooms and bike storage

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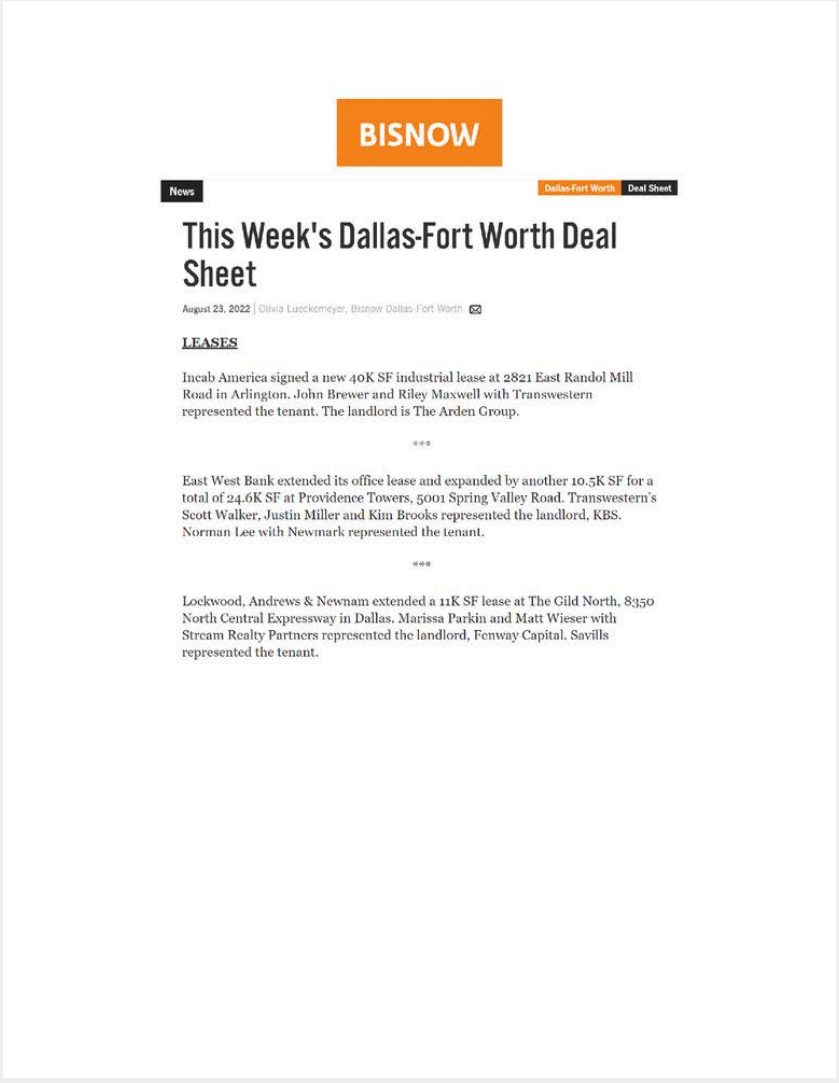

BISNOW

News | Dallas-Fort Worth | Deal Sheet

This Week's Dallas-Fort Worth Deal Sheet

August 23, 2022 | Olivia Luockemeyer, Bisnow Dallas-Fort Worth

LEASES

Incab America signed a new 40K SF industrial lease at 2821 East Randol Mill Road in Arlington. John Brewer and Riley Maxwell with Transwestern represented the tenant. The landlord is The Arden Group.

***

East West Bank extended its office lease and expanded by another 10.5K SF for a total of 24.6K SF at Providence Towers, 5001 Spring Valley Road. Transwestern's Scott Walker, Justin Miller and Kim Brooks represented the landlord, KBS. Norman Lee with Newmark represented the tenant.

***

Lockwood, Andrews & Newnam extended a 11K SF lease at The Gild North, 8350 North Central Expressway in Dallas. Marissa Parkin and Matt Wieser with Stream Realty Partners represented the landlord, Fenway Capital. Savills represented the tenant.

August 23, 2022 ONLINE

Bisnow (56-02147)

bisnow.com/dallas-ft-worth/news/deal-sh...

Monthly Visits **250K**

Monthly Visits

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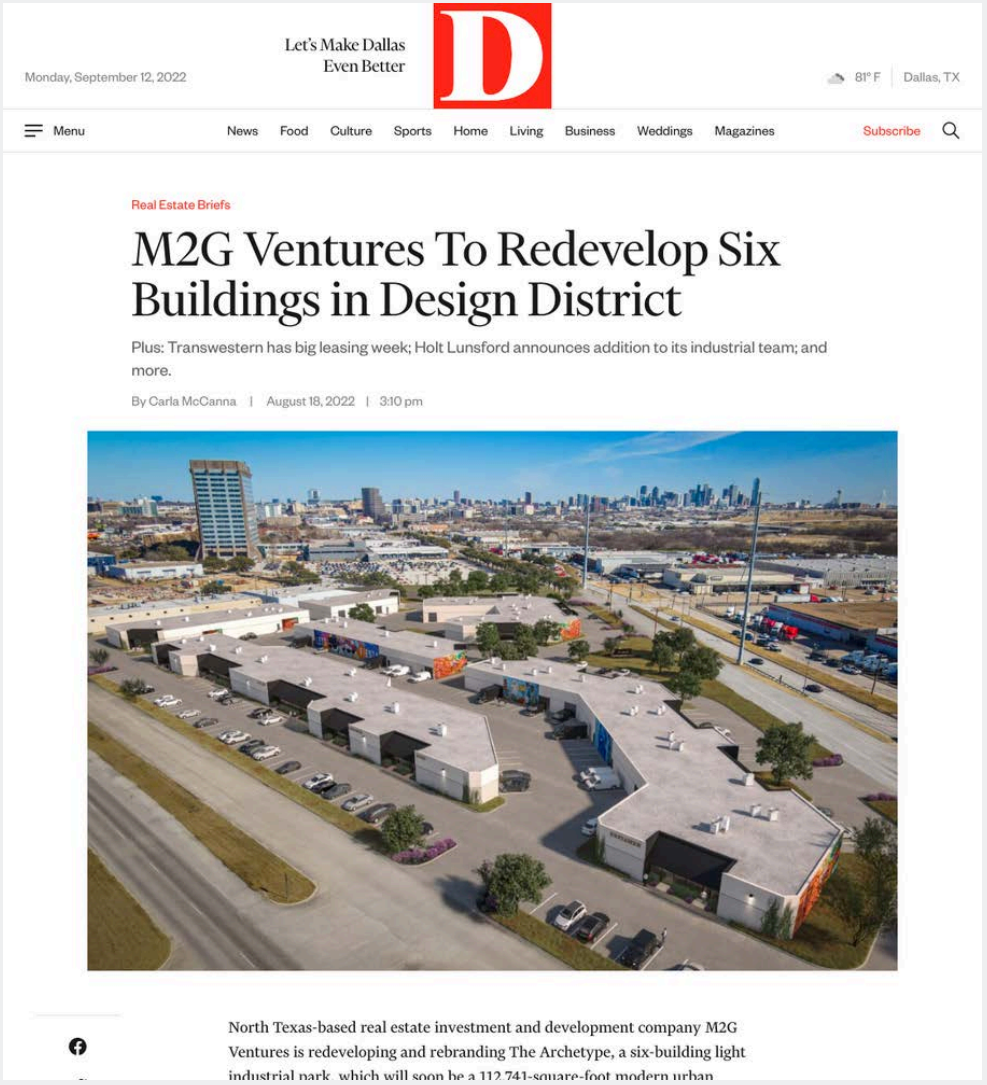
Daily resource for best restaurants in Dallas, recommendations for things to do, local news and commentary on life in Dallas.



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Monday, September 12, 2022 | 81° F | Dallas, TX

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Real Estate Briefs

M2G Ventures To Redevelop Six Buildings in Design District

Plus: Transwestern has big leasing week; Holt Lunsford announces addition to its industrial team; and more.

By Carla McCanna | August 18, 2022 | 3:10 pm

North Texas-based real estate investment and development company M2G Ventures is redeveloping and rebranding The Archetype, a six-building light industrial park, which will soon be a 112,741-square-foot modern urban

August 18, 2022 ONLINE

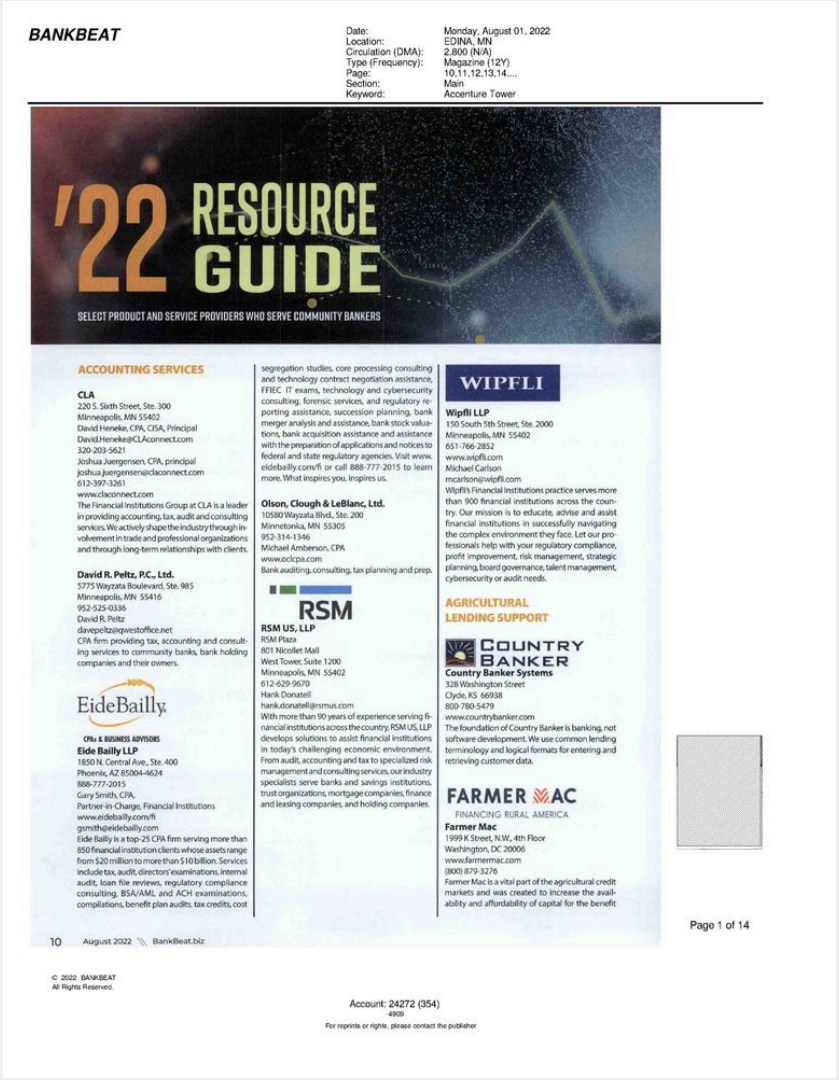
D Magazine (56-000)

dmagazine.com/commercial-real-estate/2...

Monthly Visits **1.32M**

Monthly Visits

BankBeat Magazine



BANKBEAT

Date: Monday, August 01, 2022
Location: EDINA, MN
Circulation (DMA): 2,800 (N/A)
Type (Frequency): Magazine (12Y)
Page: 10,11,12,13,14....
Section: Main
Keyword: Accenture Tower

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August 01, 2022 PRINT

BankBeat Magazine (56-000)

Monthly Visits **2.8K**
Monthly Visits

BANKBEAT

Date: Monday, August 01, 2022
Location: EDINA, MN
Circulation (DMA): 2,800 (N/A)
Type (Frequency): Magazine (12Y)
Page: 10,11,12,13,14....
Section: Main
Keyword: Accenture Tower

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(See accompanying article on page 21)

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Resource Guide, Continued on page 12

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Resource Guide, Continued from page 11

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BANKBEAT

Date: Monday, August 01, 2022
Location: EDINA, MN
Circulation (DMA): 2,800 (N/A)
Type (Frequency): Magazine (12Y)
Page: 10,11,12,13,14....
Section: Main
Keyword: Accenture Tower

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BANKBEAT

Date: Monday, August 01, 2022
Location: EDINA, MN
Circulation (DMA): 2,800 (N/A)
Type (Frequency): Magazine (12Y)
Page: 10,11,12,13,14....
Section: Main
Keyword: Accenture Tower

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Resource Guide, Continued from page 21

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(See accompanying article on page 22)

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Resource Guide, Continued on page 26

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BANKBEAT

Date: Monday, August 01, 2022
Location: EDINA, MN
Circulation (DMA): 2,800 (N/A)
Type (Frequency): Magazine (12Y)
Page: 10,11,12,13,14....
Section: Main
Keyword: Accenture Tower

Resource Guide, Continued from page 24

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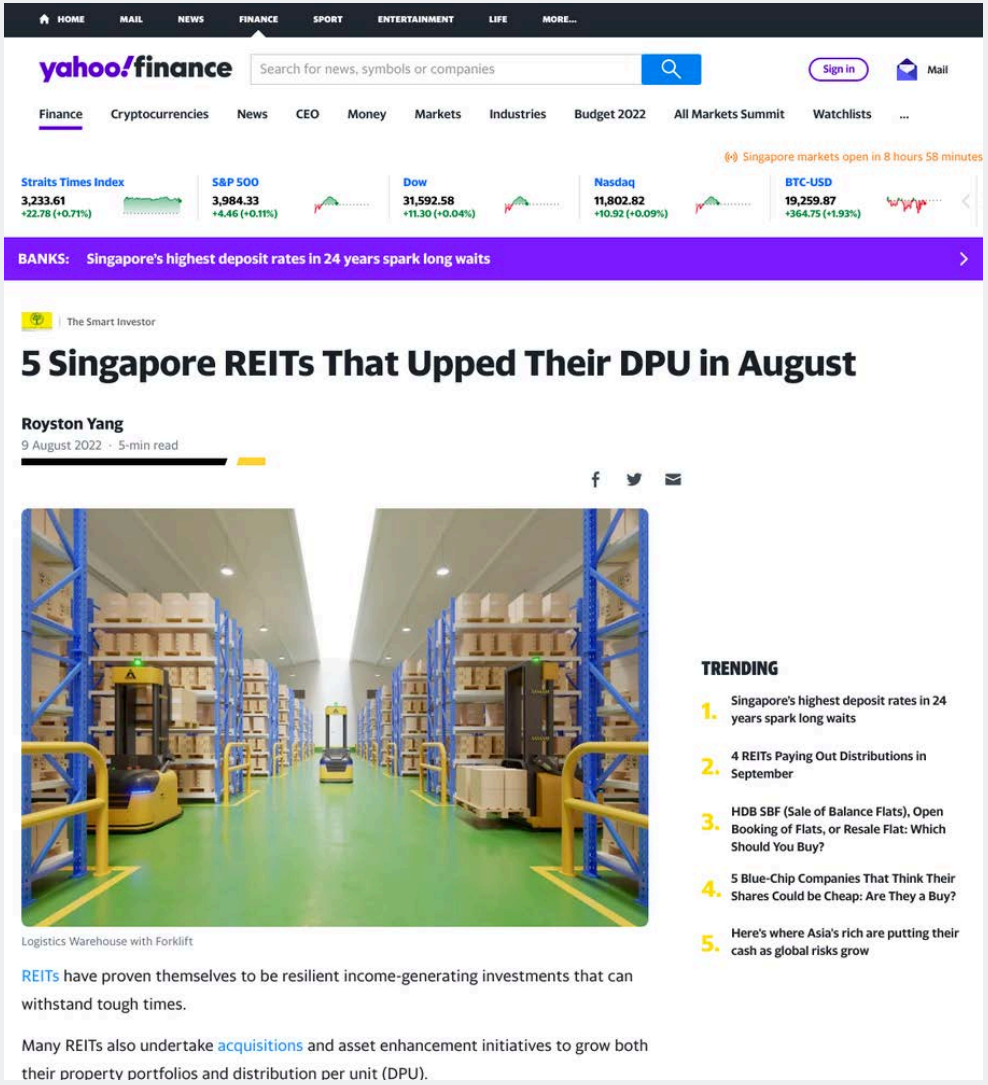

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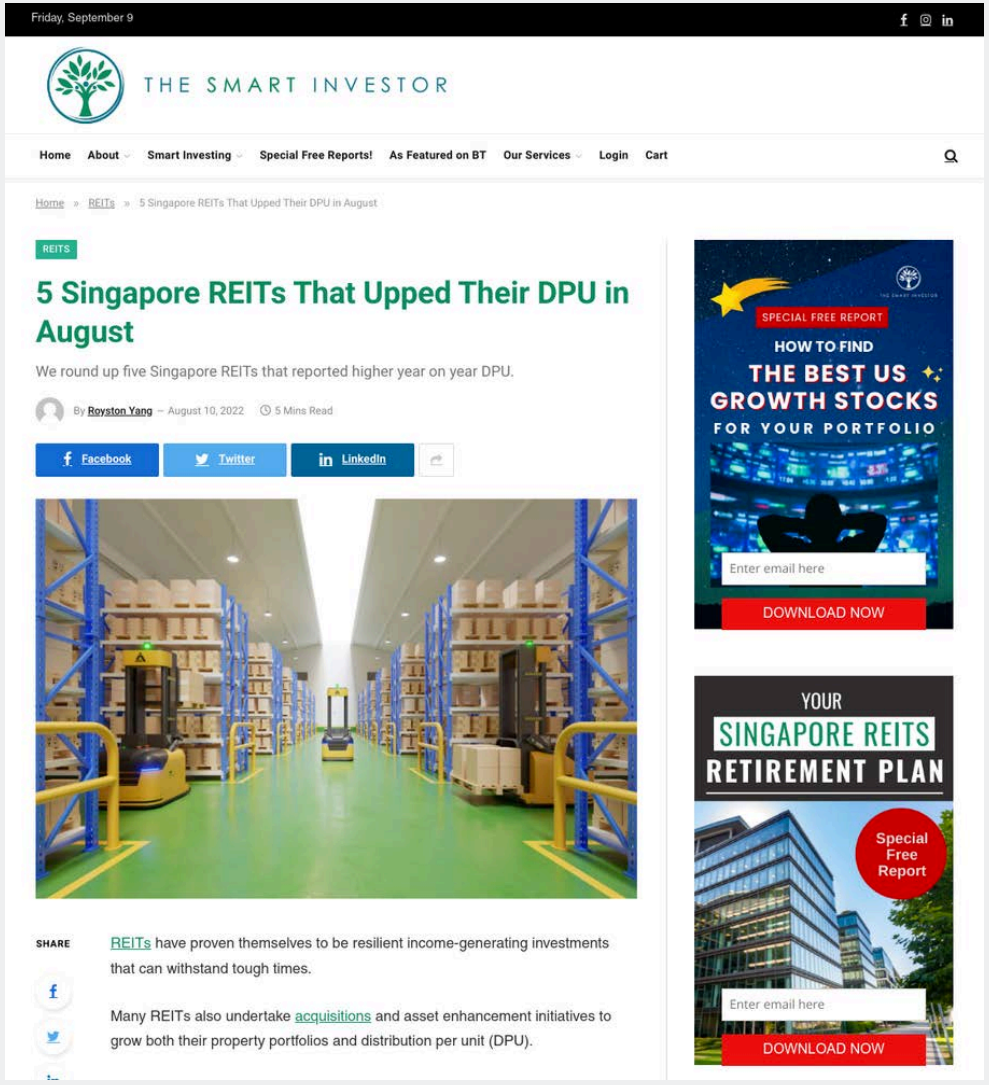

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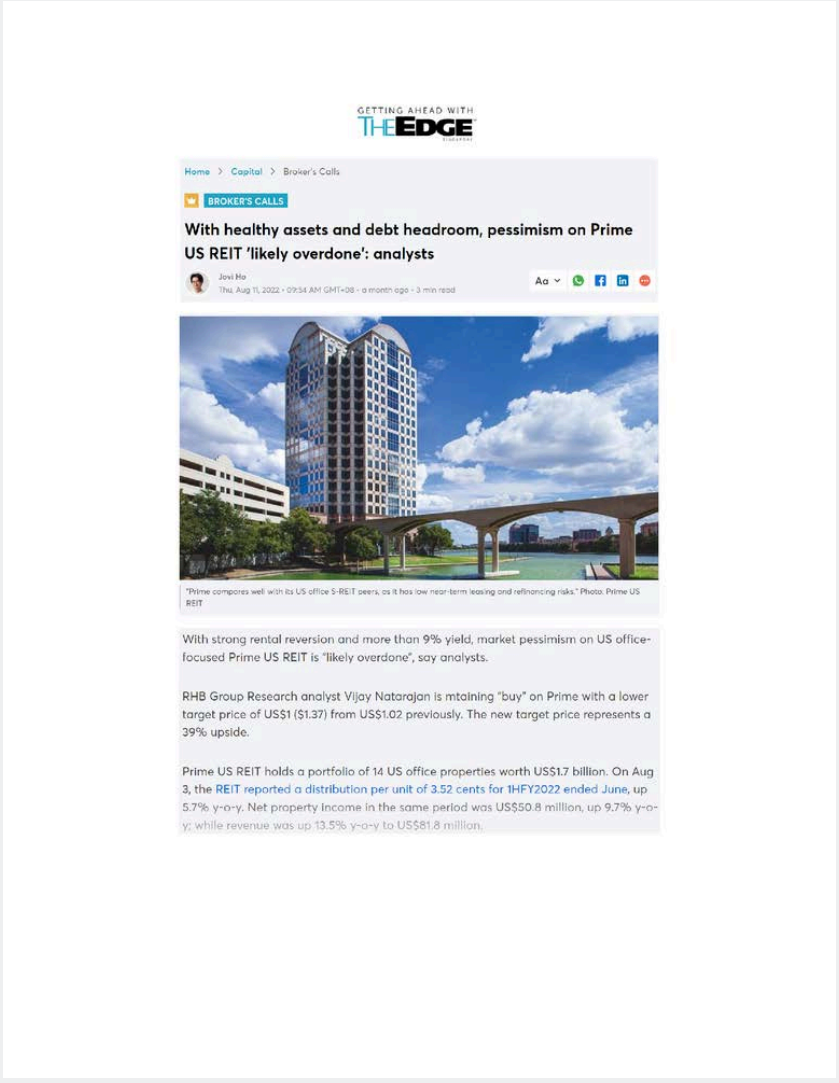

GETTING AHEAD WITH THE EDGE

Home > Capital > Broker's Calls

BROKER'S CALLS

With healthy assets and debt headroom, pessimism on Prime US REIT 'likely overdone': analysts

Jovi Ho
Thu, Aug 11, 2022 • 09:34 AM GMT+08 • a month ago • 3 min read

Aa

"Prime compares well with its US office S-REIT peers, as it has low near-term leasing and refinancing risks." Photo: Prime US REIT

With strong rental reversion and more than 9% yield, market pessimism on US office-focused Prime US REIT is "likely overdone", say analysts.

RHB Group Research analyst Vijay Natarajan is mtaining "buy" on Prime with a lower target price of US$1 ($1.37) from US$1.02 previously. The new target price represents a 39% upside.

Prime US REIT holds a portfolio of 14 US office properties worth US$1.7 billion. On Aug 3, the REIT reported a distribution per unit of 3.52 cents for 1HFY2022 ended June, up 5.7% y-o-y. Net property income in the same period was US$50.8 million, up 9.7% y-o-y; while revenue was up 13.5% y-o-y to US$81.8 million.

August 11, 2022 ONLINE

The Edge Singapore (56-000)

theedgesingapore.com/capital/brokers-c...

Monthly Visits **14K**

Monthly Visits

Best in Dallas

Date: Monday, August 01, 2022
Location: DALLAS, TX
Circulation (DMA): 69,930 (N/A)
Type (Frequency): Magazine (12Y)
Page: 218,219
Section: Main
Keyword: Highland Park Place

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Dr. White specializes in all aspects of cosmetic surgery and is board certified in both plastic surgery and ENT. His commitment to excellence has been recognized by his selection as a Texas Super Doctor (Texas Monthly) as well as one of the Best Doctors in Dallas (*D Magazine*). He is known for the quality of his results as well as the personal care he provides. Dr. White is dedicated to seeking the best outcome for every patient. He believes precise surgical technique is essential to achieve exceptional results. Combining innovative instruments and techniques with state-of-the-art technology allows Dr. White to offer his patients better results with less discomfort and rapid recovery.

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August 01, 2022 PRINT

Best in Dallas (56-000)

Monthly Visits **63.4K**
Monthly Visits

Date: Monday, August 01, 2022
Location: DALLAS, TX
Circulation (DMA): 69,930 (N/A)
Type (Frequency): Magazine (12Y)
Page: 218,219
Section: Main
Keyword: Highland Park Place

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Achieving successful outcomes on behalf of clients while minimizing the disruption in their lives, controlling their costs, and helping prepare them to face the future requires an innovative, compassionate approach to divorce and family law. Goranson Bain Ausley draws on an exceptional level of experience in and out of the courtrooms. A collaborative, supportive approach has consistently earned Goranson Bain Ausley and its attorneys recognition as one of the premier family law firms in Dallas.

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Kelly McClure is considered a foremost expert on the legal and emotional complexities of divorce. McClure Law Group offers their clients an alternative and creative approach to litigation through Collaborative Law and other forms of dispute resolution in which the participants reach equitable agreements without painful litigation, thereby minimizing stress and additional financial burden and maximizing privacy and discretion. However, the expertise and tenacious drive of the lawyers at McClure Law Group are formidable factors when cases reach the courthouse. Collectively, the firm's lawyers have approximately 100 years of experience handling complex property cases, custody disputes, modifications, and pre and post-marital agreements. McClure is Board Certified in family law by the Texas Board of Legal Specialization and all partners have been named as Best in Dallas over the past couple of decades.

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Orsinger, Nelson, Downing & Anderson, LLP, is a nationally prominent family law firm and one of the largest in Texas to concentrate on divorce and family law. These experienced lawyers provide the personal guidance clients need to move on to the next chapter of their lives. With 16 lawyers Board Certified in Family Law by the Texas Board of Legal Specialization, Orsinger Nelson is committed to providing exceptional legal representation at a variety of cost options. The attorneys have a wealth of expertise in a wide array of family law matters, including divorce, property division, child custody, pre- and post-marital agreements and child support.

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Julie Quaid is committed to helping clients prevent the destruction often associated with divorce by guiding them toward respectful, cooperative ways of divorcing. She works to achieve optimum results by helping clients focus on the future and protecting what is most important: children, relationships, and financial security. When *D Magazine* surveyed local lawyers to name the top female attorneys in North Texas, only Quaid was recognized for both Collaborative Divorce and Family Law. She was named Lawyer of the Year: CollaborativeLaw: Family Law Dallas/Ft. Worth for 2017 by *U.S. News and World Report*, Texas Super Lawyer 2011–2021 and Best Lawyers in America 2014–2022. Quaid Farish was recognized as Top-Listed Family Law in Dallas by Best Lawyers in America 2014–2022 and Top-Listed Collaborative Family Law for 2017–2022.

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Jeff Rasansky is listed among The Best Lawyers in Dallas by *D Magazine* and a 16-time Texas Super Lawyer in *Texas Monthly*. He represents individuals and families in catastrophic injury and death cases involving auto/trucking accidents, birth injuries, medical malpractice, and defective and dangerous products. In addition, Rasansky and his law firm represent clients on a contingency and/or hybrid-fee basis in complex business litigation including contract claims, insurance disputes, breach of fiduciary duty, deceptive trade practices, and fraud. Print and television reporters regularly rely on Rasansky for his views on today's significant legal events.

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O'Neil Wysocki knows family law. And everyone in family law knows O'Neil Wysocki, also known as the "OWLs." Considered among the top lawyers in Dallas, Michelle May O'Neil and Michael D. Wysocki are the real deal and "The Wise Choice" in divorce and child custody litigation. They have more than 100 years of combined experience representing individuals and families throughout Texas. Regardless of whether you need assistance with a divorce, child custody dispute, post-decree modification, or other family law case, you can be confident that O'Neil Wysocki will use its extensive legal knowledge and resources to pursue your ideal outcome. O'Neil and Wysocki are Board Certified in Family Law by the Texas Board of Legal Specialization. Honored as Texas Super Lawyers, O'Neil has been named among the Top 50 Women Lawyers in Texas and Top 100 Lawyers in Texas, and Wysocki has been named a Texas Super Lawyer each year since 2014. They understand the stress and difficulties their clients face during their family law cases, which is why the attorneys at OWL tirelessly strive to provide the outstanding advocacy and results you deserve.

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Caliber Home Loans

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214.763.8757 | ChristianJohnson@caliberhomeloans.com
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Christian Johnson is the branch manager of the Park Cities location for Caliber Home Loans. He has more than two decades of mortgage experience, listening to customers' needs, and determining the right path for mortgage success. He cultivates and builds strong, long-lasting relationships with clients and is committed to providing high-touch personal service.

For more listings go to directory.dmagazine.com

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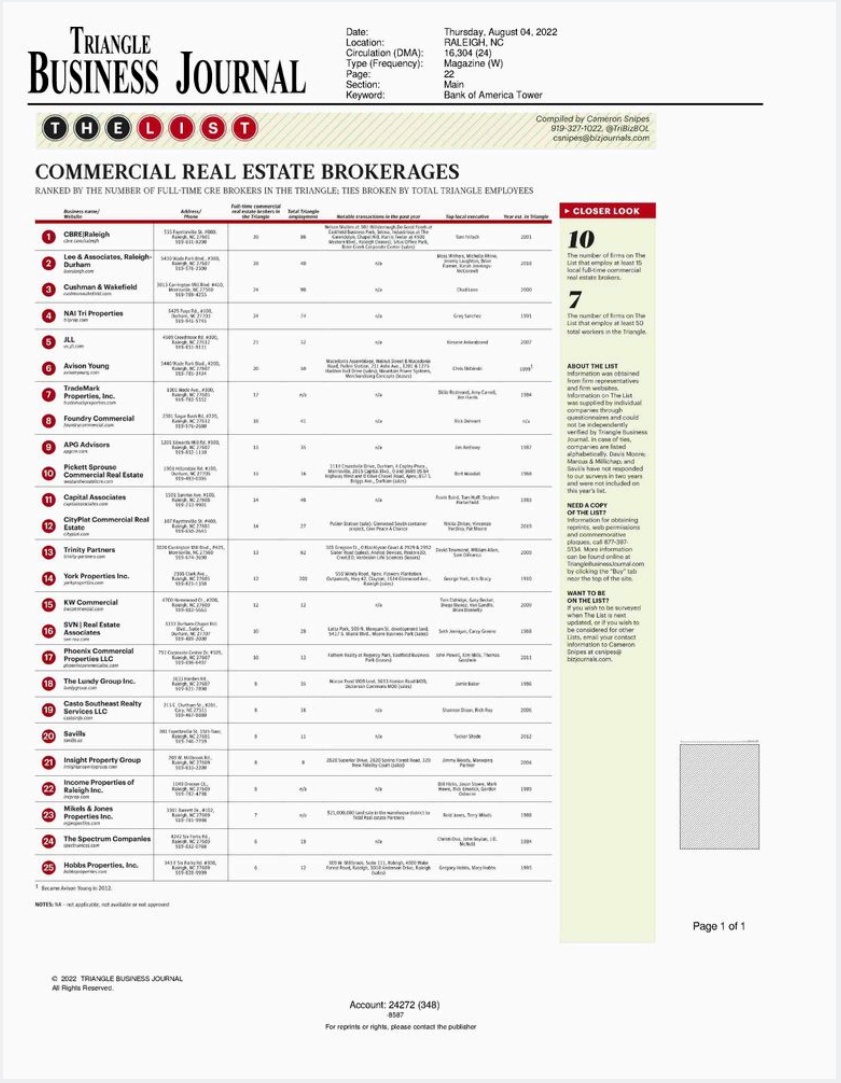

TRIANGLE BUSINESS JOURNAL

Date: Thursday, August 04, 2022
Location: RALEIGH, NC
Circulation (DMA): 16,304 (24)
Type (Frequency): Magazine (W)
Page: 22
Section: Main
Keyword: Bank of America Tower

THE LIST

Compiled by Cameron Snipes
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COMMERCIAL REAL ESTATE BROKERAGES

RANKED BY THE NUMBER OF FULL-TIME CRE BROKERS IN THE TRIANGLE; TIES BROKEN BY TOTAL TRIANGLE EMPLOYEES

	Business name/ Website	Address/ Phone	Full-time commercial real estate brokers in the Triangle	Total Triangle employment	Notable transactions in the past year	Top local executive	Year est. in Triangle
1	CBRE|Raleigh	333 Fayetteville St. #900, Raleigh, NC 27601 919-831-8280	30	86	Nelson Mullins at 301-303 Hillsborough (to Scott Tooth at Capitol Square); Pine Street Investors (1 Fifty at Cameron Crossing); Blue Ridge Investors (4209 Western Blvd., Raleigh Classic); Urso (Allen Park, Blair Creek Corporate Center sales)	Tom Hillack	2001
2	Lee & Associates, Raleigh-Durham	5430 Wade Park Blvd., #300, Raleigh, NC 27607 919-576-2306	28	48	n/a	Misty Withers, Michelle Rhine, Jeremy Laughton, Brian Lawrence, Jason Morgan-McConnell	2010
3	Cushman & Wakefield	3011 Carrington Mill Blvd. #410, Morrisville, NC 27560 919-789-4251	24	98	n/a	Chad Lucas	2000
4	NAI Tri Properties	5425 Page Rd., #200, Durham, NC 27703 919-941-5145	24	24	n/a	Greg Sanchez	1991
5	JLL	4509 Creedmoor Rd. #300, Raleigh, NC 27612 919-831-8111	21	32	n/a	Kimarie Ankenbrand	2007
6	Avison Young	5440 Ruck Park Road, #200, Raleigh, NC 27607 919-781-3434	20	68	Mecklenburg Assemblies, Walnut Street & Macallinbe Road, Park Lane Capital, Inc. (1,000 AC) & 1,175 Hawkins Mill Drive (sales); Woodlake Power Systems, Merchandising Concepts (leases)	Chris DeGrenda	1999[1]
7	TradeMark Properties, Inc.	3301 Main Ave., #200, Raleigh, NC 27603 919-760-5322	17	n/a	n/a	Billy Richmond, Amy Carroll, Jim Harris	1994
8	Foundry Commercial	2301 Sugar Bush Rd., #335, Raleigh, NC 27612 919-676-2080	16	41	n/a	Rick Delivert	n/a
9	APG Advisors	1201 Edwards Mill Rd. #103, Raleigh, NC 27607 919-432-1138	15	15	n/a	Jim Anthony	1987
10	Pickett Sprouse Commercial Real Estate	1360 Hillandale Rd. #150, Durham, NC 27705 919-493-0306	13	14	3134 Creekside Drive, Durham, 4 Copley Place, Morrisville, 2616 Capital Blvd., 1,040 AMD US 64, Highway 70, Garner, 1,000 Capital Blvd., Apex, 817 S. Briggs Ave., Durham (sales)	Bob Woodall	1968
11	Capital Associates	1501 Sunnybrook Rd. #100, Raleigh, NC 27609 919-212-9901	14	46	n/a	Frank Baird, Tom Huff, Stephen Blanchard	1982
12	CityPlat Commercial Real Estate	307 Fayetteville St. #400, Raleigh, NC 27601 919-400-3401	14	17	Pullen Station (sale); Glenwood South container project, Glen Peace A Chance	Nicky Dolan, Vincenzo Perdino, Pat Moore	2013
13	Trinity Partners	3836 Carrington Mill Blvd., #425, Morrisville, NC 27560 919-674-3690	13	62	505 Gregson St., 0 Rock Haven Court & 2929 & 2951 Sane Road (sales); Analog Devices, Roebling, Credit ID, Vandeven Life Sciences (leases)	David Townsend, William Allen, Sam Gilliland	2009
14	York Properties Inc.	2305 Clark Ave., Raleigh, NC 27605 919-833-1 288	12	200	500 Windy Ridge, Apts. Flowers Plantation Outparcels, Hwy 42, Clayton, 1144 Kirkwood Ave., Raleigh (sales)	George York, Kris Bracy	1950
15	KW Commercial	4701 Homewood Ct., #200, Raleigh, NC 27609 919-882-5662	12	12	n/a	Tom Eldridge, Gary Becker, Shepp Blount, Hal Caudle, Brian Donnelly	2009
16	SVN | Real Estate Associates	5111 Durham Chapel Hill Blvd., Suite C Durham, NC 27707 919-490-2030	10	28	Lutra Park, 500 N. Morgan St. development land, 141.2 S. Wade Blvd., Wade Business Park (sales)	Seth Jernigan, Carey Greene	1968
17	Phoenix Commercial Properties LLC	757 Corporate Center Dr #105, Raleigh, NC 27607 919-696-4497	10	11	Fathom Realty at Regency Park, Eastfield Business Park (Lease)	John Powell, Kim Mills, Thomas Southern	2011
18	The Lundy Group Inc.	3131 Arden Rd. Raleigh, NC 27609 919-821-7896	8	11	Wilcon Road 1808 Unit, 5033 Hudson Road #09, Dickerson Commons MOB (sales)	Jamie Baker	1986
19	Casto Southeast Realty Services LLC	3141 Durham-Chapel Hill Blvd., Suite E Cary, NC 27511 919-467-8888	8	16	n/a	Shannon Dixon, Rich Kay	2006
20	Savills	301 Fayetteville St. 15th Floor, Raleigh, NC 27601 919-760-7778	8	11	n/a	Tucker Wade	2012
21	Insight Property Group	701 W. McDowell Rd. Raleigh, NC 27603 919-833-2288	6	8	2520 Superior Drive, 2520 Spring Forest Road, 120 Penn Fidelity Court (sales)	Jimmy Woods, Managing Partner	2004
22	Income Properties of Raleigh Inc.	1240 Crescent Gr. Raleigh, NC 27609 919-787-4788	6	n/a	n/a	Bill Hicks, Jason Stowe, Mark Hawn, Rick Edwards, Gordon Osborne	1989
23	Mikels & Jones Properties Inc.	3301 Summit Dr., #102, Raleigh, NC 27609 919-781-9998	7	n/a	$21,000,000 land sale in the Warehouse district to THOR Real estate Partners	Reid Jones, Terry Mikels	1988
24	The Spectrum Companies	8312 Six Forks Rd. Raleigh, NC 27615 919-845-2768	6	19	n/a	Christie Diaz, John Skylar, J.C. Nichols	1994
25	Hobbs Properties, Inc.	3413 Six Forks Rd. #308, Raleigh, NC 27609 919-828-9999	6	12	303 W. Millbrook, Suite 111, Raleigh, 4300 Wake Forest Road, Raleigh, 7208 Creedmoor Drive, Raleigh (sales)	Gregory Hobbs, Mary Hobbs	1995

[1] Became Avison Young in 2012.

NOTES: NA – not applicable, not available or not approved

► CLOSER LOOK

10
The number of firms on The List that employ at least 15 local full-time commercial real estate brokers.

7
The number of firms on The List that employ at least 50 total workers in the Triangle.

ABOUT THE LIST
Information was obtained from firm representatives and firm websites. Information on The List was supplied by individual companies through questionnaires and could not be independently verified by Triangle Business Journal. In case of ties, companies are listed alphabetically. Davis Moore, Marcus & Millichap, and Savills have not responded to our surveys in two years and were not included on this year's list.

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WANT TO BE ON THE LIST?
If you wish to be surveyed when The List is next updated, or if you wish to be considered for other Lists, email your contact information to Cameron Snipes at csnipes@bizjournals.com.

Page 1 of 1

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Account: 24272 (348)
8587

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August 04, 2022 PRINT

Triangle Business Journal (56-000)

Best in Dallas

Date: Monday, August 01, 2022
Location: DALLAS, TX
Circulation (DMA): 69,930 (N/A)
Type (Frequency): Magazine (12Y)
Page: 125,126,127
Section: Main
Keyword: Preston Commons

Best Dentists 2022

How We Did It

D Magazine's confidential poll was sent to more than 500 local dentists, asking them to recommend up to three peers in each specialty. We made the ballot available online at dmagazine.com. Only dentists with a valid dental license were eligible. An esteemed panel of dentists, representing a range of specialties, reviewed the final list. Once the list was finalized, we investigated disciplinary status and vetted each winner's dental license. We then turned the list over to our sales team. They could not add or subtract from the list, but they could sell ads to the winners. A special advertising section containing the winners who purchased ads was then put together and displayed in the magazine. If you have a dentist you like and trust, and his or her name is not on this list, we recommend you stick with your D.D.S. You may see his or her name on the next list of Best Dentists.

COSMETIC

Phillip Allison Park Cities Dental Group *Knox*

Harry Ashitey Harry Ashitey, D.D.S. *Corinth*

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Lee Fitzgerald Forte Implant Center *Plano*

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Salvator J. La Mastra V Hamlett & La Mastra, D.D.S. *Park Cities*

Peter V. Lecca Peter V. Lecca, D.D.S. *Coppell*

Devon McClurg Susan Hollar, D.D.S. *Arlington*

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Jordana Contrucci Ruiz CR Dental Group *North Dallas*

Aly Sergie In Focus Dentistry *Uptown*

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Darya Timin DNA Dental *Lakewood*

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Kendall Baginski The Endodontic Center *Northeast Dallas*

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Karla Bishop Ayik + Berto Endodontics Duncanville *Duncanville*

Paul Buxt Highland Park Endodontics *Park Cities*

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Hank Garrett Ayik + Berto Endodontics North Dallas *Northeast Dallas*

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Account: 24272 (349)
1931
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August 01, 2022 PRINT

Best in Dallas (56-000)

Monthly Visits **63.4K**

Monthly Visits

Date: Monday, August 01, 2022
Location: DALLAS, TX
Circulation (DMA): 69,930 (N/A)
Type (Frequency): Magazine (12Y)
Page: 125,126,127
Section: Main
Keyword: Preston Commons

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Coppell

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Park Cities

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Dr. Sandra M. Petrocchi & Dr. Luis M. Arango
Park Cities

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Bailey Orthodontics
Coppell

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Benham Orthodontics
Frisco

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Ellis Orthodontics
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Elvebak Orthodontics
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Frisco

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Gupta Orthodontics
Plano

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Gupta Orthodontics
Plano

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Hadavand Orthodontics
McKinney

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Date: Monday, August 01, 2022
Location: DALLAS, TX
Circulation (DMA): 69,930 (N/A)
Type (Frequency): Magazine (12Y)
Page: 125,126,127
Section: Main
Keyword: Preston Commons

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Star Kids Pediatric Dentistry
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Barrie Barber Choate
Star Kids Pediatric Dentistry
Northeast Dallas

J. Diane Colter
All About Kids Dentistry
North Dallas

Preston Colven
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myKIDSdds
Northeast Dallas

Carla Damon
Beyond Pediatric Dentistry
Park Cities

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White Rock Pediatric Dental
Northeast Dallas

Dane Hoang
Children's Dental Care
Northeast Dallas

Lara Kirstin Holly
Children's Dentistry of North Dallas
Northeast Dallas

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Children's Dental Specialists
Richardson

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Children's Dentistry of North Dallas
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Plano Kids Dentistry
Plano

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Frisco Mini Molars
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Beyond Pediatric Dentistry
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Dr. Sandra M. Petrocchi & Dr. Luis M. Arango
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Plunk & Dragen Smiles
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Melissa Rozas D.D.S. & Associates of Coppell
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Frisco

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Grin Pediatric Dentistry
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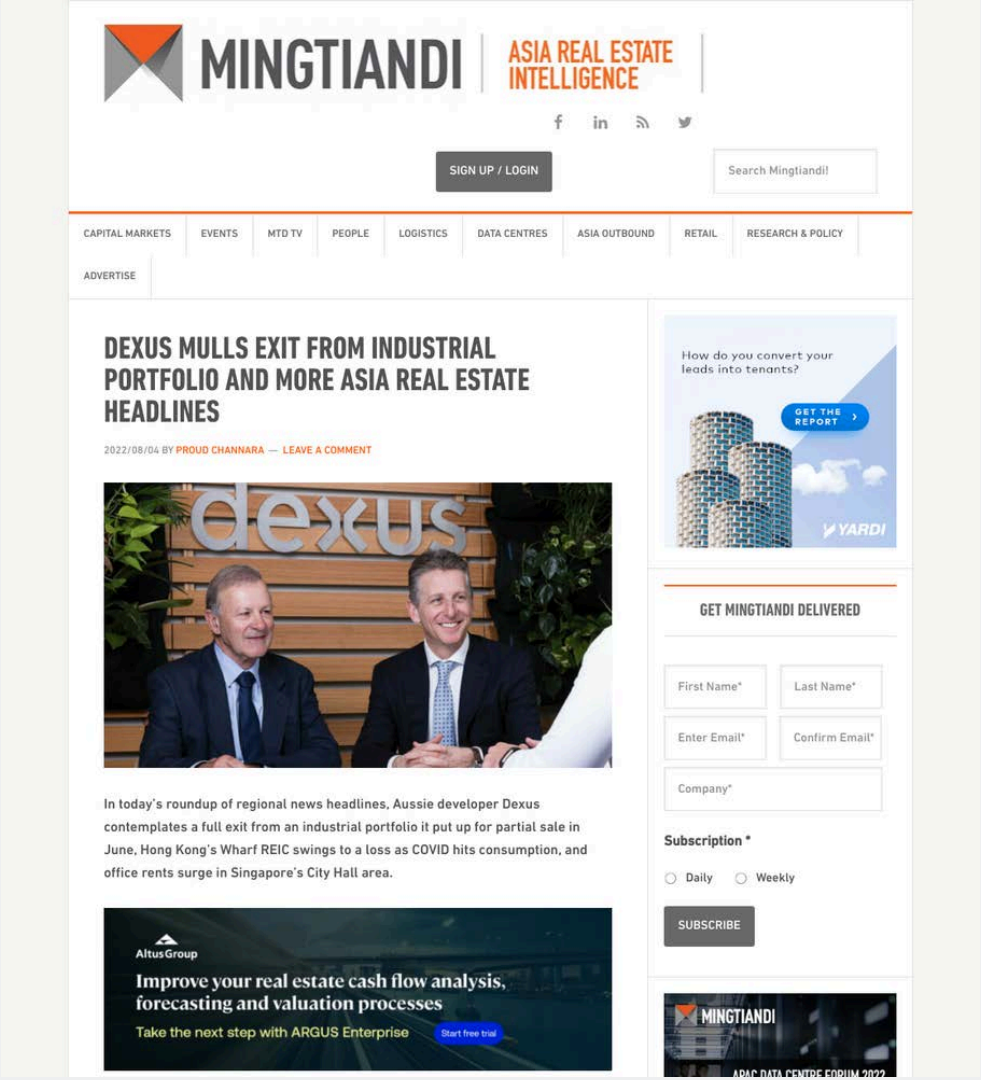
Mingtiandi

Asia real estate and outbound investment news



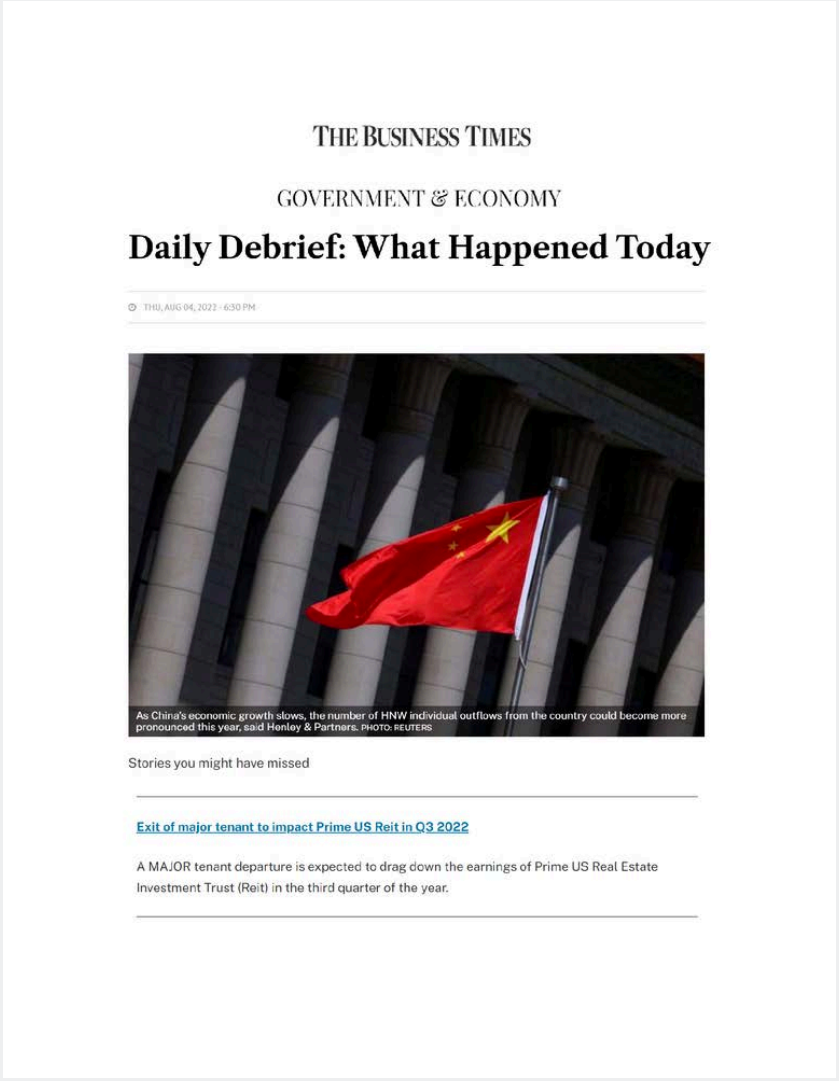
August 04, 2022 ONLINE

Mingtiandi (56-000)

mingtiandi.com/real-estate/crelist/dexus-...

Monthly Visits **4K**

Monthly Visits



THE BUSINESS TIMES

GOVERNMENT & ECONOMY

Daily Debrief: What Happened Today

THU, AUG 04, 2022 - 6:30 PM

As China's economic growth slows, the number of HNW individual outflows from the country could become more pronounced this year, said Henley & Partners. PHOTO: REUTERS

Stories you might have missed

Exit of major tenant to impact Prime US Reit in Q3 2022

A MAJOR tenant departure is expected to drag down the earnings of Prime US Real Estate Investment Trust (Reit) in the third quarter of the year.

August 04, 2022 ONLINE

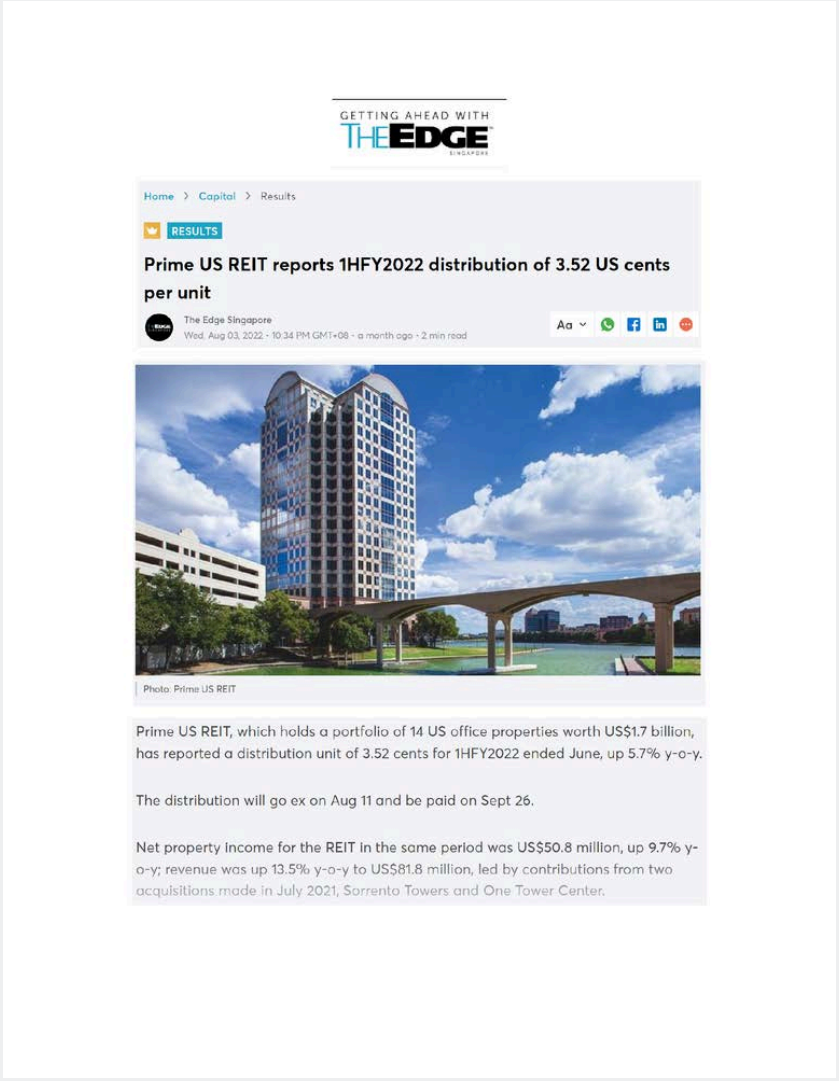
The Business Times (56-000)

businesstimes.com.sg/government-econ...

Monthly Visits **104K**

Monthly Visits

The Edge Singapore



GETTING AHEAD WITH THE EDGE

Home > Capital > Results

RESULTS

Prime US REIT reports 1HFY2022 distribution of 3.52 US cents per unit

The Edge Singapore
Wed, Aug 03, 2022 · 10.34 PM GMT+08 · a month ago · 2 min read

Aa

Photo: Prime US REIT

Prime US REIT, which holds a portfolio of 14 US office properties worth US$1.7 billion, has reported a distribution unit of 3.52 cents for 1HFY2022 ended June, up 5.7% y-o-y.

The distribution will go ex on Aug 11 and be paid on Sept 26.

Net property income for the REIT in the same period was US$50.8 million, up 9.7% y-o-y; revenue was up 13.5% y-o-y to US$81.8 million, led by contributions from two acquisitions made in July 2021, Sorrento Towers and One Tower Center.

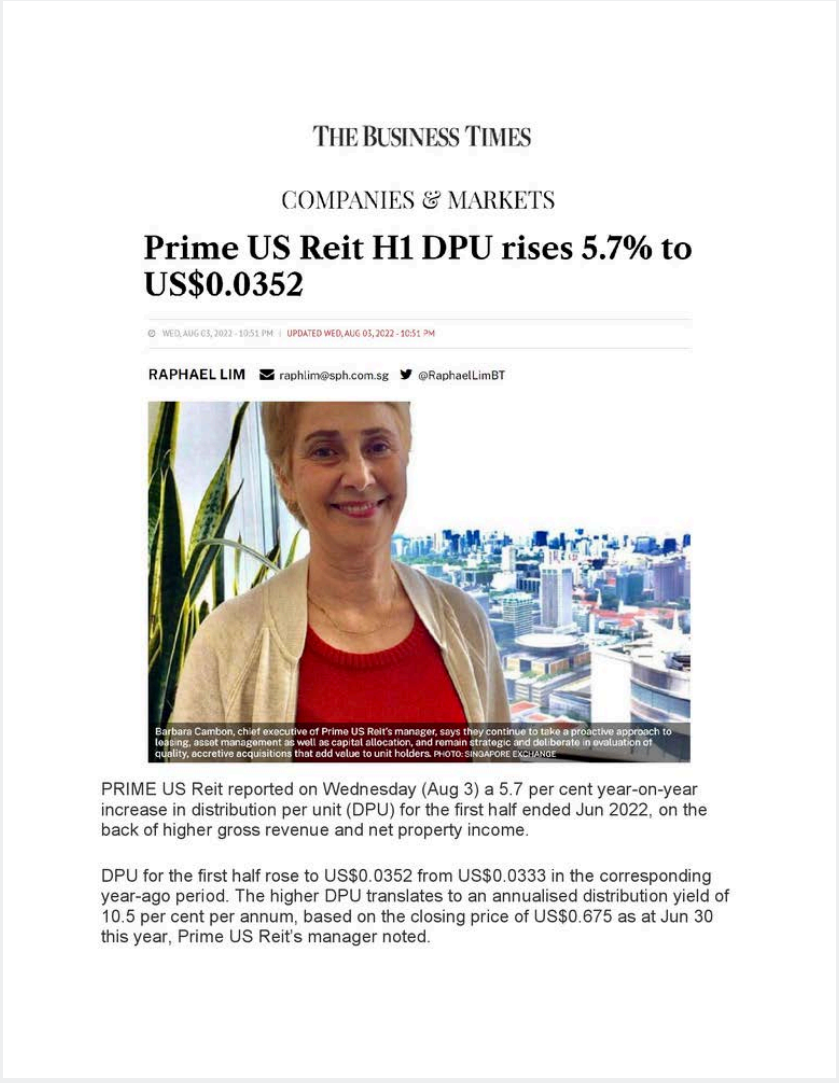
August 03, 2022 ONLINE

The Edge Singapore (56-000)

theedgesingapore.com/capital/results/pri...

Monthly Visits **14K**

Monthly Visits



THE BUSINESS TIMES

COMPANIES & MARKETS

Prime US Reit H1 DPU rises 5.7% to US$0.0352

WED, AUG 03, 2022 - 10:51 PM | UPDATED WED, AUG 03, 2022 - 10:51 PM

RAPHAEL LIM raphlim@sph.com.sg @RaphaelLimBT

PRIME US Reit reported on Wednesday (Aug 3) a 5.7 per cent year-on-year increase in distribution per unit (DPU) for the first half ended Jun 2022, on the back of higher gross revenue and net property income.

DPU for the first half rose to US$0.0352 from US$0.0333 in the corresponding year-ago period. The higher DPU translates to an annualised distribution yield of 10.5 per cent per annum, based on the closing price of US$0.675 as at Jun 30 this year, Prime US Reit's manager noted.

August 03, 2022 ONLINE

The Business Times (56-000)

businesstimes.com.sg/companies-market...

Monthly Visits **104K**

Monthly Visits

The book closure date is Aug 12, and the distribution will be paid on Sep 26.

Gross revenue rose 13.5 per cent on year to US$81.8 million in H1 2022; net property income was up 9.7 per cent on year to US$50.8 million. The manager said this was mainly attributable to 2 properties, Sorrento Towers in San Diego, California, and One Town Center in Boca Raton, Florida, which were acquired in July 2021.

Meanwhile, income available for distribution to unitholders rose 16.7 per cent from US$35.4 million in H1 2021 to US$41.3 million in H1 2022.

The manager said that lease renewal and executing new leases continue to be a key focus of management.

During the second quarter, some 85,733 square feet of leases were executed at a positive rental reversion of 10.9 per cent. The manager noted that new leases constituted 47 per cent of leases signed in the quarter, with new tenants diversified across finance, professional services and health-care tenants.

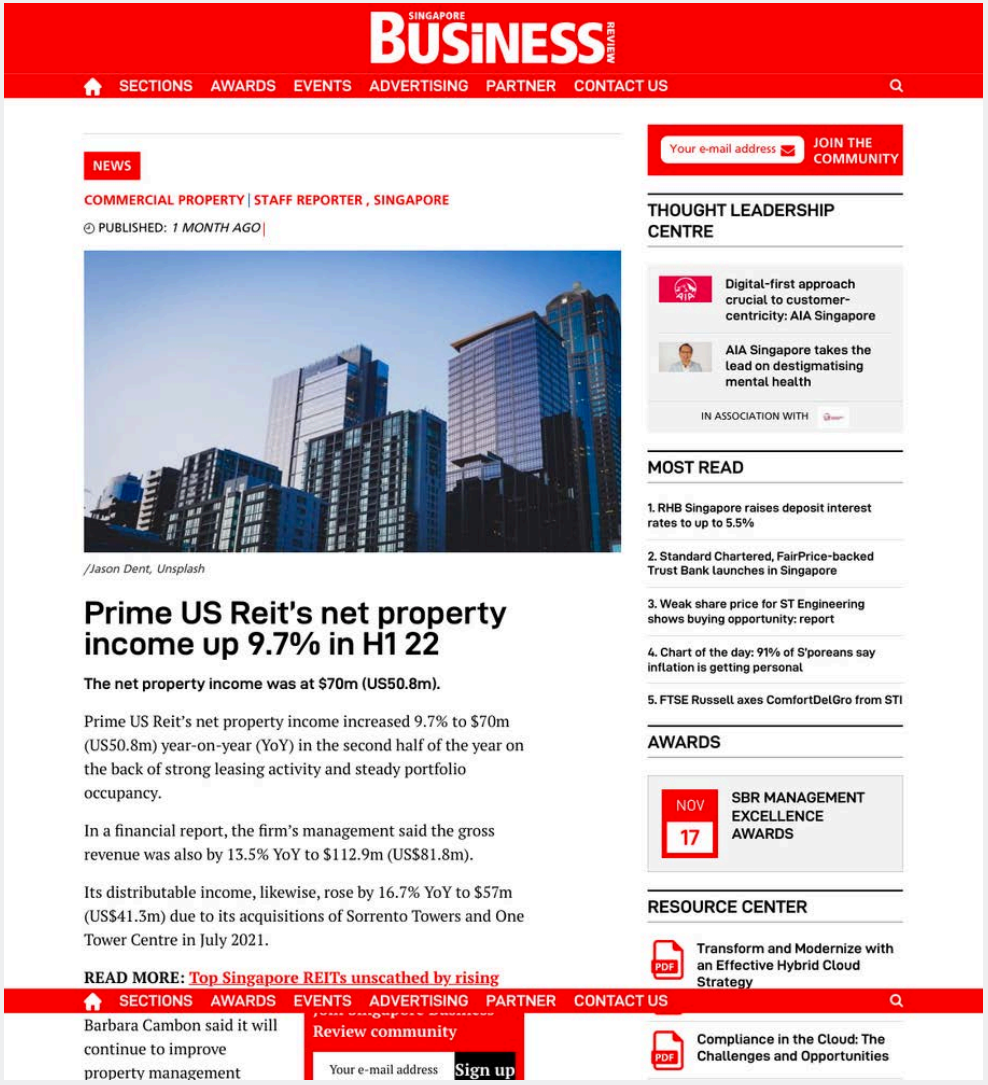
Collections remained above 99 per cent in H1 2022 with no deferrals, and occupancy remained stable at 89.6 per cent, the manager added. The portfolio had a weighted average lease expiry of 4 years.

The Reit's gearing stood at 37.8 per cent as at Jun 30 2022. Prime US Reit's manager said 86 per cent of the Reit's debt is fixed rate or swapped from floating to fixed rate; its fully extended weighted average debt maturity is 3.2 years, mitigating near-term interest rate and refinancing risks in the current rising rate environment.

Barbara Cambon, chief executive of Prime US Reit's manager, said: "We continue to take a proactive approach to leasing, asset management as well as capital allocation, and we remain strategic and deliberate in our evaluation of quality, accretive acquisitions that add value to unit holders."

Units of Prime US Reit rose 0.7 per cent on Wednesday to close at US$0.72, before the earnings announcement.

Singapore Business Review



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COMMERCIAL PROPERTY | STAFF REPORTER , SINGAPORE

PUBLISHED: *1 MONTH AGO*

/Jason Dent, Unsplash

Prime US Reit's net property income up 9.7% in H1 22

The net property income was at $70m (US50.8m).

Prime US Reit's net property income increased 9.7% to $70m (US50.8m) year-on-year (YoY) in the second half of the year on the back of strong leasing activity and steady portfolio occupancy.

In a financial report, the firm's management said the gross revenue was also by 13.5% YoY to $112.9m (US$81.8m).

Its distributable income, likewise, rose by 16.7% YoY to $57m (US$41.3m) due to its acquisitions of Sorrento Towers and One Tower Centre in July 2021.

READ MORE: Top Singapore REITs unscathed by rising

Barbara Cambon said it will continue to improve property management

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August 04, 2022 ONLINE

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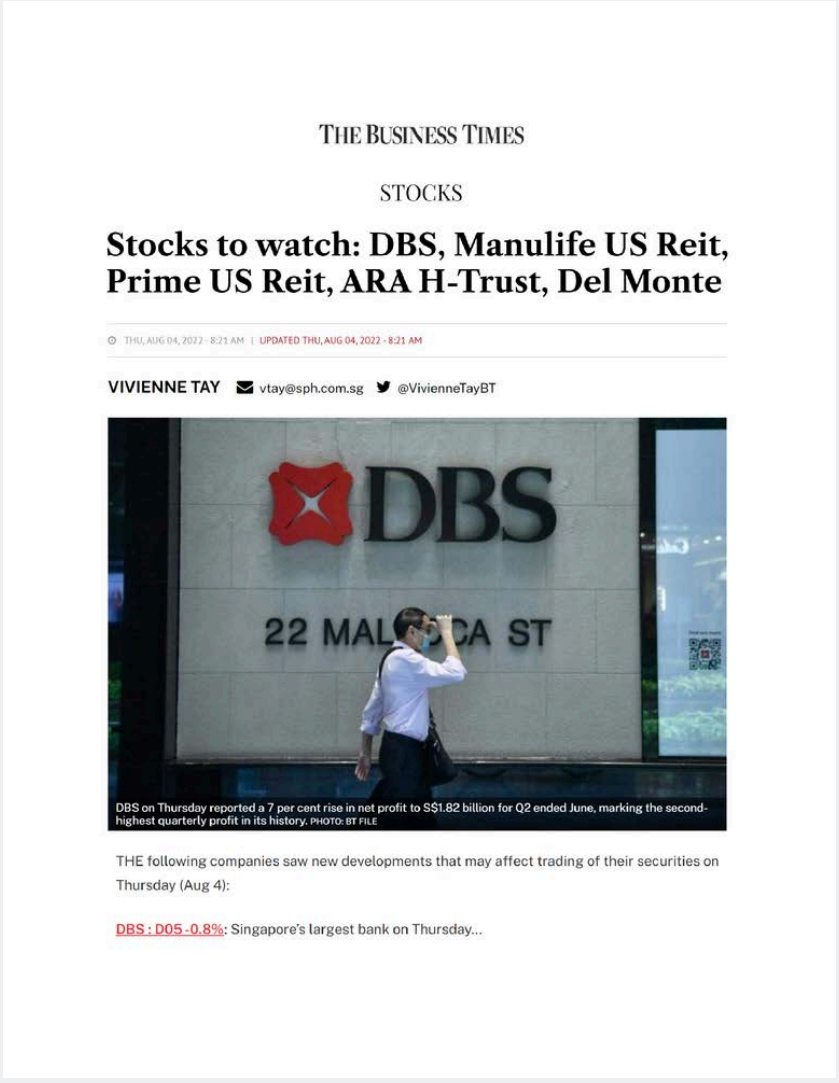
sbr.com.sg/commercial-property/news/pri...

Monthly Visits **116K**

Monthly Visits

The Business Times



THE BUSINESS TIMES

STOCKS

Stocks to watch: DBS, Manulife US Reit, Prime US Reit, ARA H-Trust, Del Monte

THU, AUG 04, 2022 - 8:21 AM | UPDATED THU, AUG 04, 2022 - 8:21 AM

VIVIENNE TAY vtay@sph.com.sg @VivienneTayBT

DBS on Thursday reported a 7 per cent rise in net profit to S$1.82 billion for Q2 ended June, marking the second-highest quarterly profit in its history. PHOTO: BT FILE

THE following companies saw new developments that may affect trading of their securities on Thursday (Aug 4):

DBS : D05 -0.8%: Singapore's largest bank on Thursday...

August 04, 2022 ONLINE

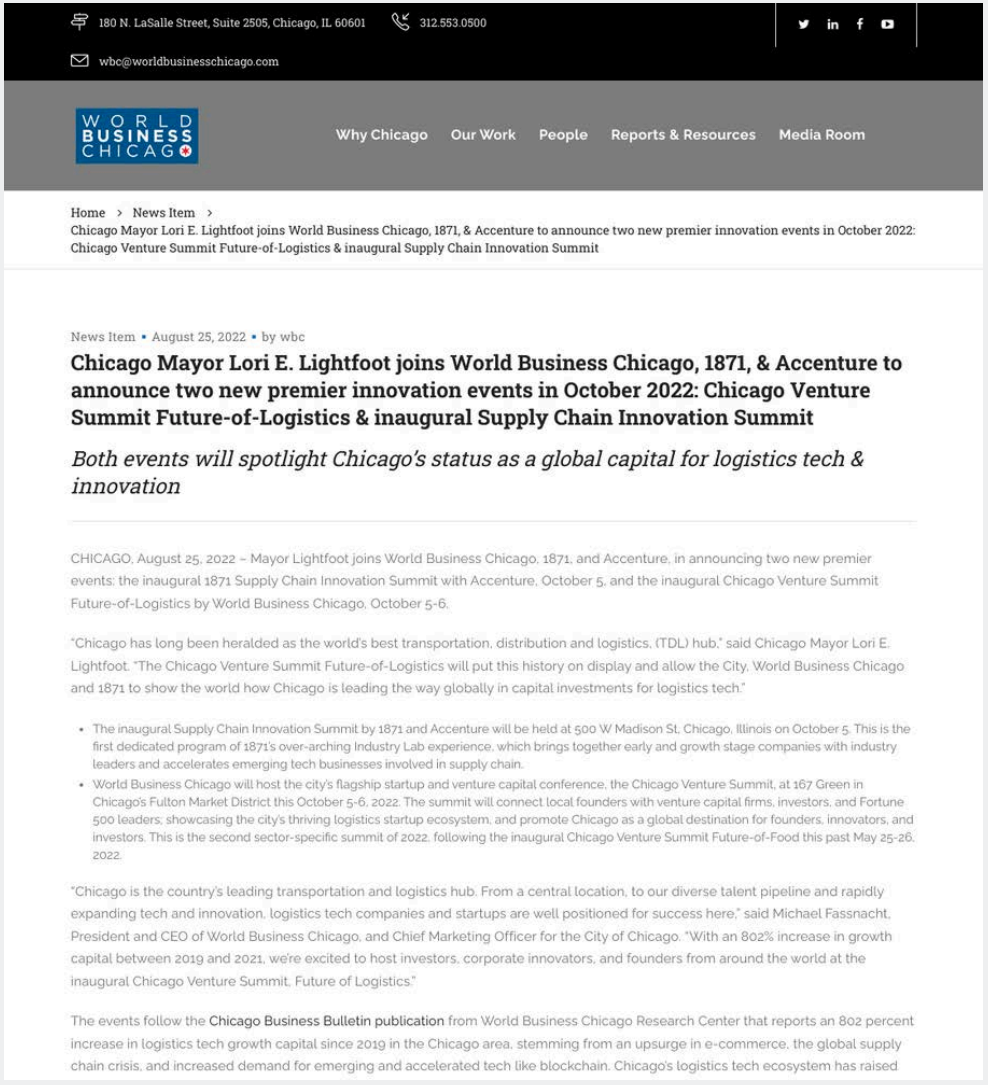
The Business Times (56-000)

businesstimes.com.sg/stocks/stocks-to-w...

Monthly Visits **104K**

Monthly Visits

World Business Chicago



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Home > News Item >
Chicago Mayor Lori E. Lightfoot joins World Business Chicago, 1871, & Accenture to announce two new premier innovation events in October 2022: Chicago Venture Summit Future-of-Logistics & inaugural Supply Chain Innovation Summit

News Item • August 25, 2022 • by wbc

Chicago Mayor Lori E. Lightfoot joins World Business Chicago, 1871, & Accenture to announce two new premier innovation events in October 2022: Chicago Venture Summit Future-of-Logistics & inaugural Supply Chain Innovation Summit

Both events will spotlight Chicago's status as a global capital for logistics tech & innovation

CHICAGO, August 25, 2022 – Mayor Lightfoot joins World Business Chicago, 1871, and Accenture, in announcing two new premier events: the inaugural 1871 Supply Chain Innovation Summit with Accenture, October 5, and the inaugural Chicago Venture Summit Future-of-Logistics by World Business Chicago, October 5-6.

"Chicago has long been heralded as the world's best transportation, distribution and logistics, (TDL) hub," said Chicago Mayor Lori E. Lightfoot. "The Chicago Venture Summit Future-of-Logistics will put this history on display and allow the City, World Business Chicago and 1871 to show the world how Chicago is leading the way globally in capital investments for logistics tech."

- The inaugural Supply Chain Innovation Summit by 1871 and Accenture will be held at 500 W Madison St, Chicago, Illinois on October 5. This is the first dedicated program of 1871's over-arching Industry Lab experience, which brings together early and growth stage companies with industry leaders and accelerates emerging tech businesses involved in supply chain.
- World Business Chicago will host the city's flagship startup and venture capital conference, the Chicago Venture Summit, at 167 Green in Chicago's Fulton Market District this October 5-6, 2022. The summit will connect local founders with venture capital firms, investors, and Fortune 500 leaders; showcasing the city's thriving logistics startup ecosystem, and promote Chicago as a global destination for founders, innovators, and investors. This is the second sector-specific summit of 2022, following the inaugural Chicago Venture Summit Future-of-Food this past May 25-26, 2022.

"Chicago is the country's leading transportation and logistics hub. From a central location, to our diverse talent pipeline and rapidly expanding tech and innovation, logistics tech companies and startups are well positioned for success here," said Michael Fassnacht, President and CEO of World Business Chicago, and Chief Marketing Officer for the City of Chicago. "With an 802% increase in growth capital between 2019 and 2021, we're excited to host investors, corporate innovators, and founders from around the world at the inaugural Chicago Venture Summit, Future of Logistics."

The events follow the **Chicago Business Bulletin publication** from World Business Chicago Research Center that reports an 802 percent increase in logistics tech growth capital since 2019 in the Chicago area, stemming from an upsurge in e-commerce, the global supply chain crisis, and increased demand for emerging and accelerated tech like blockchain. Chicago's logistics tech ecosystem has raised

August 25, 2022 ONLINE

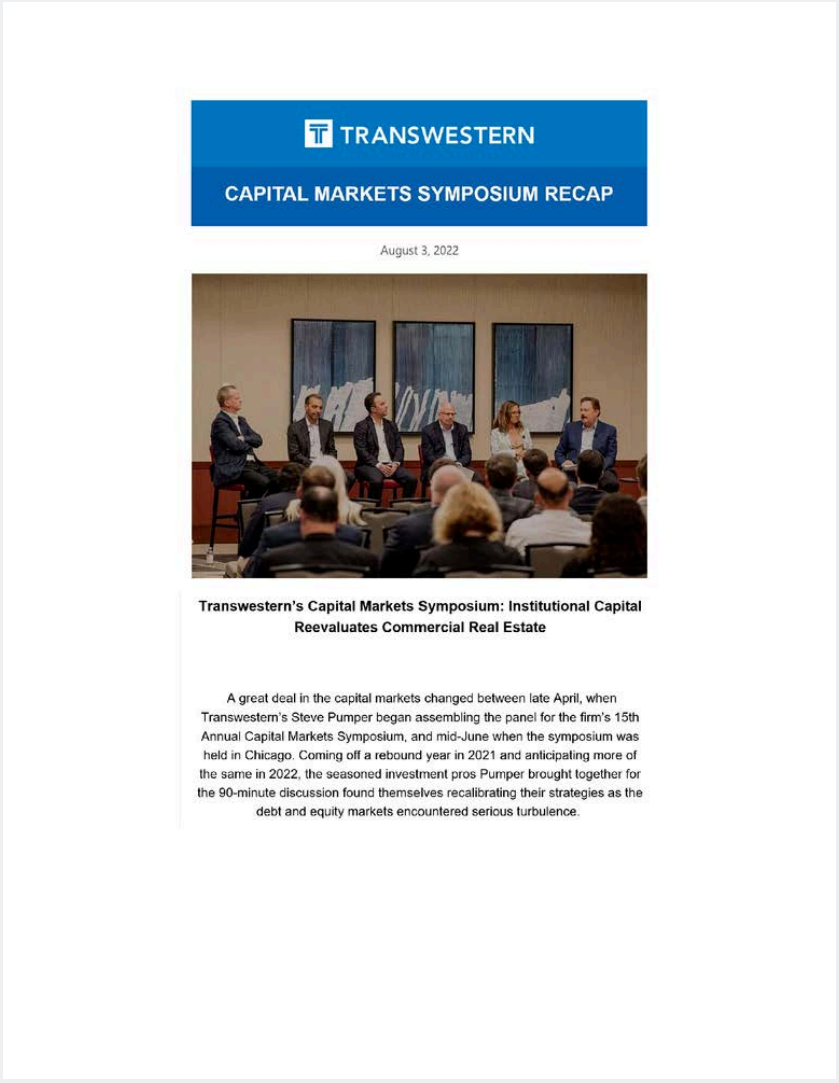
World Business Chicago (56-000)

worldbusinesschicago.com/2022-innovat...

Monthly Visits **14.5K**

Monthly Visits

Connect CRE California



TRANSWESTERN

CAPITAL MARKETS SYMPOSIUM RECAP

August 3, 2022

Transwestern's Capital Markets Symposium: Institutional Capital Reevaluates Commercial Real Estate

A great deal in the capital markets changed between late April, when Transwestern's Steve Pumper began assembling the panel for the firm's 15th Annual Capital Markets Symposium, and mid-June when the symposium was held in Chicago. Coming off a rebound year in 2021 and anticipating more of the same in 2022, the seasoned investment pros Pumper brought together for the 90-minute discussion found themselves recalibrating their strategies as the debt and equity markets encountered serious turbulence.

August 03, 2022 OFFLINE

Transwestern Capital Markets Symposium Recap (56-000)

connectcre.com/cover_stories/transwest...

Monthly Visits **45.9K**

Monthly Visits

In the edited conversation at the link below, you'll hear from Pumper, executive managing partner of Transwestern's Capital Markets and Asset Strategies Group; Tuba Malinowski, COO at Stockbridge Capital Group; Craig Tagen, managing director, separate accounts at Clarion Partners; Tim Ellsworth, managing director at DWS Group; Gio Cordoves, regional president, western U.S. at KBS, and Jim Halliwell, managing director, Principal Global Investors.

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Northeast Real Estate Business

PENNSYLVANIA

BG CAPITAL TO DEVELOP $85 MILLION COLD STORAGE PROJECT IN PHILADELPHIA

PHILADELPHIA – Locally based development and investment firm BG Capital will build an $85 million cold storage project on a seven-acre site in Philadelphia's Port Richmond neighborhood. New Jersey-based cold storage operator FreezPak Logistics has committed to leasing the 170,117-square-foot facility on a triple-net basis, with the expectation of adding about 60 new permanent jobs to the local economy. Building features will include a clear height of 75 feet, an automated inventory storage and retrieval system, 20 loading docks, 30 trailer parking stalls and 60 parking spaces. Construction is scheduled to begin in the third quarter.

GMH COMMUNITIES COMPLETES 462-UNIT ANOVA UCITY SQUARE APARTMENTS IN PHILADELPHIA

PHILADELPHIA – GMH Communities has completed Anova uCity Square, a 462-unit apartment community in Philadelphia's University City area. The six-story, 330,000-square-foot building will be the first of four Anova-branded multifamily developments that will open in the life sciences district by 2025. Anova uCity Square includes 10,000 square feet of retail space and a 157-space parking garage. Units come in studio, one-, two- and three-bedroom formats and feature floor-to-ceiling windows, smart thermostats, keyless entry mechanisms, stainless steel appliances, individual washers and dryers and private balconies/patios. Amenities include a pool, coworking space, pet care facilities and a package locker system. Construction began in March 2020. Rents start at $1,645 per month for a studio apartment.

KBS COMPLETES RENOVATION OF 205,424 SF OFFICE BUILDING IN KING OF PRUSSIA

KING OF PRUSSIA, PA. – California-based development and investment firm KBS has completed the renovation of 1000 Continental, a 205,424-square-foot office building located in the northern Philadelphia suburb of King of Prussia. The building was originally constructed in 2007. Renovations included the addition of a conference center with casual gathering spaces, as well as upgrades to the elevators, lobbies and common corridors. KBS plans to implement further improvements to 1000 Continental as part of a strategic multi-year plan. Avison Young provided construction management services.

SEALY & CO. ACQUIRES 148,172 SF LIGHT INDUSTRIAL PORTFOLIO IN PITTSBURGH

PITTSBURGH – Sealy & Co., an investment firm with offices in Dallas and Shreveport, La., has acquired The Imperial Light Industrial Portfolio, which comprises two buildings totaling 148,172 square feet in Pittsburgh. The buildings are located within the Chapman Westport master-planned development near Pittsburgh International Airport and can support office, distribution and lab uses. John Plower of JLL represented the undisclosed seller in the transaction. Jason Gandy and Davis Gibbs internally represented Sealy & Co. The sales price was also not disclosed.

JLL BROKERS SALE OF TWO PHILADELPHIA APARTMENT COMPLEXES TOTALING 213 UNITS

PHILADELPHIA – JLL has brokered the sale of two apartment complexes totaling 213 units in Philadelphia. The Broderick is a transit-served, 69-unit property located in the Society Hill area that houses one- and two-bedroom units with an average size of 854 square feet and 5,240 square feet of ground-floor retail space. The Republic is a 144-unit complex in the Rittenhouse neighborhood with studio, one- and two-bedroom residences averaging 695 square feet. The Republic also houses 5,267 square feet of retail space. Mark Thomson, Carl Fiebig, Francis Coyne and Tyler Margraf of JLL represented the seller, a partnership between Barings Real Estate and MRP Realty, in the two separate transactions. Sentinel Real Estate Corp. acquired the assets for undisclosed prices with the expectation of implementing capital improvement programs.

September 01, 2022 OTHER

Northeast Real Estate Magazine (56-02105)

Monthly Visits **34K**

Monthly Visits

THE RIGHT AMENITIES CAN ENTICE EMPLOYEES TO RETURN TO THE OFFICE

As the greater Philadelphia market demonstrates, these features are especially attractive to users in a post-pandemic environment as tenants focus on a flight to quality.

By Marc DeLuca of KBS

Refreshing office properties with updated amenities is a time-tested strategy for infusing buildings with new life and appealing to future and existing tenants. While an asset's location is a fixed element and a region's fundamentals tend to change slowly, amenities are more flexible and can usually be implemented quickly if necessary for immediate impact.

A recent report by flexible workspace provider TCC Canada found that many companies and their team members increasingly recognize the benefits of gathering teams in a central workplace. But after more than two years of varying degrees of remote work, it makes sense for property owners to invest in amenities that actually meet the needs and wants of office users — which have recently shifted.

So which amenities are the best ones to include in today's office buildings?

As an owner and operator of premier office assets for the last 30 years, KBS has witnessed amenity preferences come and go. We know how to spot a passing fad versus a trend with legs. Based on our expertise in this area, here are a few amenities we see attracting office tenants in the current and emerging environment.

Scalable Meeting Spaces

Employees are looking for workplaces that support meetings for small, medium and large groups. This can be accomplished by designing work areas in a variety of sizes to accommodate brainstorming among a few individuals, team bonding sessions, formal corporate events and more.

For example, at 1000 Continental, a Class A office building in King of Prussia, a northern suburb of Philadelphia, KBS recently collaborated with Avison Young to complete a series of renovations. These upgrades included the addition of a conference center with casual gathering spaces. These areas are sized for everything from smaller informal get-togethers to large board meetings, and these new features have been instrumental in attracting flight-to-quality tenants seeking top-of-the-line amenities for their teams.

Having a range of meeting areas available in an office building enables groups of all sizes to convene at the property rather than find space at an offsite location, which can be costly and inconvenient for tenants.

Healthy Indoor Environments

While buildings that promote wellness have been in demand since before the pandemic, the call for healthy workspaces has grown louder over the last few years. This call goes beyond natural materials, daylighting and reducing off-gassing — a term that refers to the potential harmful gasses emitted from common products or materials — to include the healthiest possible indoor environments.

Marc DeLuca
CEO, Eastern Regional President, KBS

A case in point is CrossPoint, a 272,360-square-foot office property in Wayne, Pennsylvania, which is among the more than 14 million square feet of office space that our firm has recently had UL Healthy Building Verified for Indoor Air. We took these steps because of the rising demand for healthier indoor air at office properties throughout the country since the start of the pandemic.

Office owners seeking to go the extra mile with the latest amenities that address health and wellness inside their buildings are more likely to capture the attention of the growing number of companies that are seeking the healthiest workspaces for their employees. Such features include bipolar ionization that can sanitize indoor air more effectively and building apps that activate touch-free entrances and elevators.

Well-Designed Outdoor Areas

Office properties' outdoor spaces are just as important to tenants as the spaces within. From rooftop decks and gardens to Wi-Fi-enabled, furnished exterior spaces designed for focused work, meetings and breaks from the indoors, what's outside an office building is an important extension of its interior.

For example, at 1000 Continental and several other properties, we have installed beehives as a unique outdoor amenity. The hives, placed on the buildings' rooftop or at ground level, help the bee population repopulate, while providing jars of local honey for tenants to enjoy and an entertaining "story" for them to follow.

Well-designed outdoor amenities like these engage tenants, provide a sense of community and complement the services and amenities offered inside the building.

Commitment to ESG

As companies are increasingly taking environmental, social and corporate governance (ESG) into consideration when making leasing decisions, office properties' sustainability initiatives have become necessities. This means that eco-friendly amenities have grown more popular in recent years.

Achieving LEED certification, integrating electric vehicle charging stations, incorporating biophilia inside buildings, developing water-conservation strategies and providing unique experiences such as the aforementioned beehive installations all help office properties achieve sustainability while demonstrating a landlord's commitment to ESG initiatives.

Sustainability-oriented amenities also show office owners' commitment to providing top-tier work environments for tenants, property management staff and visitors, all while helping tenants attract and retain the talent they need to stay ahead of the competition.

Updating amenities is an excellent strategy to assist tenants in bringing their employees back to the workplace. By offering scalable meeting spaces, healthier indoor environments, well-designed outdoor spaces and sustainability-focused amenities, landlords can provide a setting that both supports and encourages productivity, innovation and success in the new business world.

Marc DeLuca is CEO and eastern regional president of KBS, one of the largest investors in premier commercial properties. KBS is a private equity real estate company and an SEC-registered investment adviser. SEC registration as an investment advisor does not imply any particular level of skill or training.

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Modern Luxury Dallas Magazine

MODERN LUXURY DALLAS

Date: Thursday, September 01, 2022
Location: DALLAS, TX
Circulation (DMA): 52,365 (N/A)
Type (Frequency): Magazine (10Y)
Page: 24
Section: Main
Keyword: Highland Park Place

LETTER FROM THE TEXAS PRESIDENT

Clockwise from left: These acrylic sticks add the perfect punch to your fall beverage; Park Districts is bustling with exciting developments; Old Dominion will hit the stage for Candy Barnes's Ball as it returns to Southfork Ranch.

MEMBER SPOTLIGHT
Marie Briner, Owner and Founder, Briner Family Law Group
Board Certified in Family Law and Criminal Law by the Texas Board of Legal Specialization
Highland Park Place 4514 Cole Ave, Ste 1550 Dallas
214.935.5000 brinerlaw

BEST IN CLASS

Well, that seemed like a hot minute. Literally. The summer season has come to an end and we're back to school, back to business and looking forward to what appears to be a strong lineup of fantastic fall events.

With this issue, we introduce you to our 2022 Women of Style as well as this year's Dynamic Women. Our dynamic women were shot on location at the luxurious Park District in the heart of downtown Dallas. While the real estate market continues to thrive here, please check out our favorite real estate professionals who can help you buy and sell at record speed. It continues to be rather sperry out there.

Speaking of... our 2022 Fresh Faces of Fashion include quite a few select names in the sports world. Mark Thursday, Sept. 29, as our talent takes to the runway benefiting SPCA Texas in West Village, Dallas.

Also in September, join us for the Cattle Baron's Ball at the iconic Southfork Ranch on Sept. 17 with Old Dominion taking the stage raising record money for the American Cancer Society. I had the pleasure of attending a concert of theirs over the summer with friends. "Never Be Sorry" is so good!

And I'd be remiss to not mention my friend Jordan Payne, featured in this issue. She's back to designing the most incredible events for your next occasion. Note that her company Acrylic Sticks continues to keep her busy. Think jewelry for your cocktails. After all, it's all in the details when entertaining.

Enjoy. And see you in September.

Blake Stephenson
Texas President
bstephenson@modernluxury.com
Instagram: @modernluxdallas
@blakesteph

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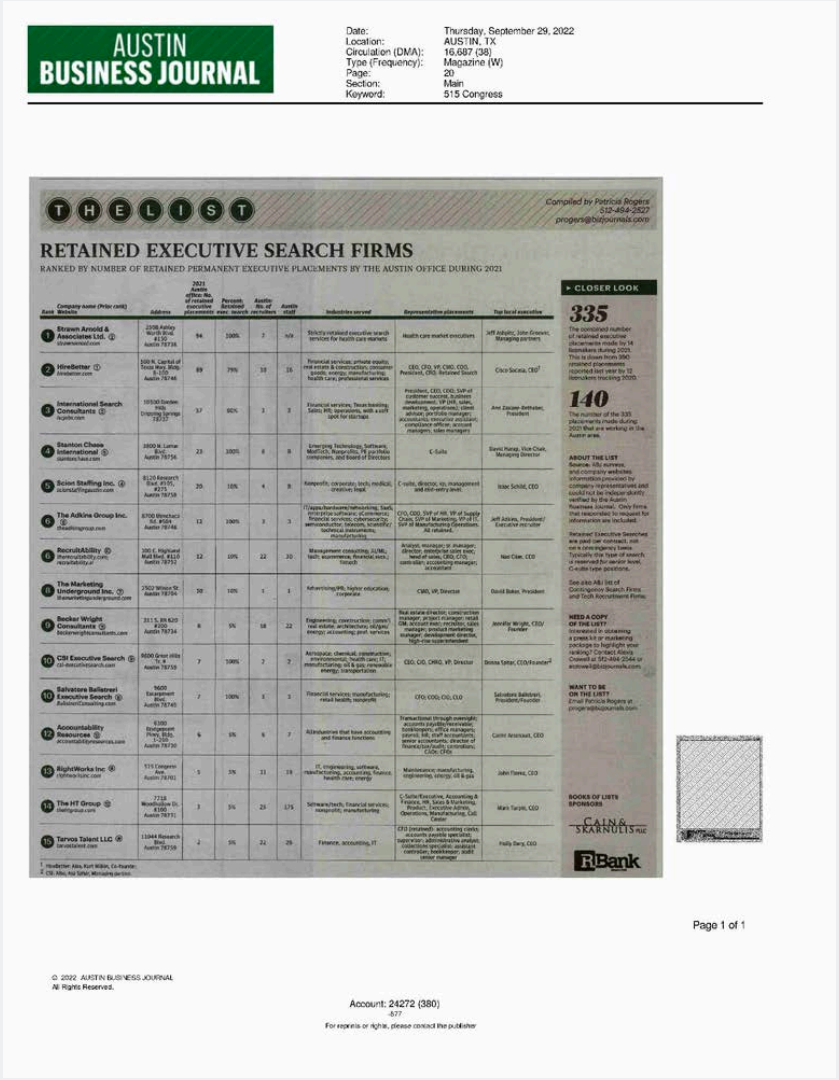
September 01, 2022 PRINT

Modern Luxury Dallas Magazine (56-000)

Monthly Visits **52.4K**

Monthly Visits

Austin Business Journal



AUSTIN BUSINESS JOURNAL

Date: Thursday, September 29, 2022
Location: AUSTIN, TX
Circulation (DMA): 16,687 (38)
Type (Frequency): Magazine (W)
Page: 20
Section: Main
Keyword: 515 Congress

THE LIST

Compiled by Patricia Rogers
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RETAINED EXECUTIVE SEARCH FIRMS

RANKED BY NUMBER OF RETAINED PERMANENT EXECUTIVE PLACEMENTS BY THE AUSTIN OFFICE DURING 2021

Rank	Company name (Prior rank) Website	Address	2021 Austin office No. of retained executive placements	Percent. Retained search	Austin No. of recruiters	Austin staff	Industries served	Representative placements	Top local executive
1	Struwn Arnold & Associates Ltd.	2308 Ashley North Blvd #150 Austin 78738	94	100%	2	n/a	Strictly retained executive search services for health care markets	Health care market executives	Jeff Ashpitz, John Struwn, Managing partners
2	HireBetter	500 N. Capital of Texas Hwy. Bldg. 8-150 Austin 78746	89	79%	10	15	Financial services; private equity; real estate & construction; consumer goods; energy; manufacturing; health care; professional services	CEO, CFO, VP, CMO, COO, President, CRO, Retained Search	Chris Sacasa, CEO[1]
3	International Search Consultants	10100 Burnet Rd. Building 1 Cleaning Springs 78717	37	80%	3	3	Financial services; Texas banking; Sales; HR; operations, with a soft spot for startups	President, CEO, COO, SVP of customer success, business development, VP (HR, sales, marketing, operations); client advisor, portfolio manager; director, CIO, controller, compliance officer, account managers, sales managers	Ann Zaczek-Bethelier, President
4	Stanton Chase International	3800 N. Lamar Blvd. Austin 78756	23	100%	8	8	Emerging Technology, Software, MedTech, Nonprofits, PE portfolio companies, and Board of Directors	C-Suite	Devin Hanay, Vice-Chair, Managing Director
5	Scient Staffing Inc.	8120 Research Blvd. #150, #275 Austin 78758	20	10%	4	8	Nonprofit, corporate, tech, medical, creative, legal	C-suite, director, sr. management and mid-entry level.	Nate Schild, CEO
6	The Adkins Group Inc.	8700 Bluebach St. #104 Austin 78748	12	100%	3	3	IT/apps/hardware/infrastructure, SaaS, enterprise software; eCommerce; finance and fintech; security; semiconductor; telecom; biotech/ medtech; instruments; manufacturing	CFO, COO, SVP or HR, VP of Supply Chain, SVP of Marketing, VP of IT, SVP of Manufacturing Operations. All retained.	Jeff Adkins, President/ Executive recruiter
6	RecruitAbility	100 E. Highland Mall Blvd. #110 Austin 78752	12	10%	22	30	Management consulting; SLMS; tech; ecommerce; financial svcs.; fintech	Analyst, manager, sr. manager; director, executive vice pres; head of sales, CRO, CTO, controller; marketing manager; accountant	Nat Cole, CEO
8	The Marketing Underground Inc.	2502 Wilmer St Austin 78704	10	10%	1	1	Advertising/PR, higher education, corporate	CMO, VP, Director	David Baker, President
9	Becker Wright Consultants	311 S. IH 620 #200 Austin 78734	8	5%	18	22	Engineering, construction: comm'l, real estate, architecture, oil/gas/ energy; accounting; prof. services	Real estate director, construction manager, project manager; retail GM, acquisition; recruiter, sales director, VP, director of business development director, high-rise superintendent	Jennifer Wright, CEO/ Founder
10	CSI Executive Search	9600 Great Hills Tr. #150 Austin 78759	7	100%	2	2	Aerospace; chemical; construction; environmental; health care; IT; manufacturing; oil & gas; renewable energy; transportation	CEO, CIO, CHRO, VP, Director	Donna Tatter, CEO/Founder[2]
10	Salvatore Ballstreri Executive Search	9600 Escarpment Blvd. #745 Austin 78749	7	100%	1	1	Financial services; manufacturing; retail health; nonprofit	CFO; COO; CIO; CLO	Salvatore Ballstreri, President/Founder
12	Accountability Resources	8300 Escarpment Pkwy. Bldg. 1, #100 Austin 78749	6	5%	6	7	All industries that have accounting and finance functions	Transactional through oversight; accounts payable/receivable; bookkeepers; office managers; payroll clerks; staff accountants; senior accountants; controllers; financial analysts; consultants; CSOs; CFOs	Carrie Arrendell, CEO
13	RightWorks Inc	515 Congress Ave. Austin 78701	5	5%	11	19	IT, engineering, software, manufacturing, accounting, finance, health care, energy	Maintenance; manufacturing, engineering, energy; oil & gas	John Flores, CEO
14	The HT Group	7718 Woodhollow Dr. #100 Austin 78731	3	5%	25	175	Software/tech, financial services, nonprofit, manufacturing	C-Suite/Executive, Accounting & Finance, HR, Sales & Marketing, Product, Executive Admin, Operations, Manufacturing, CxO, Senior	Mark Turpin, CEO
15	Tarvos Talent LLC	11044 Research Blvd. Austin 78759	2	5%	22	25	Finance, accounting, IT	CFO (retained); accounting clerks; accounts payable specialist; senior accountants; credit & collection specialist; assistant controller; bookkeeper; audit senior manager	Holly Berg, CEO

[1] Headsetter: Alex, Kurt Wible, Co-founder; [2] CSI: Nita, Hal Schiff, Managing partners

► CLOSER LOOK

335
The combined number of retained executive placements made by 14 formakers during 2021. This is down from 390 retained placements reported last year by 12 formakers tracking 2020.

140
The number of the 335 placements made during 2021 that are working in the Austin area.

ABOUT THE LIST
Sources: Info sources, and company websites; information provided by company representatives and could not be independently verified by the Austin Business Journal. Only firms that responded to request for information are included.

Retained Executive Searches are paid per contract, not on a contingency basis. Typically this type of search is reserved for senior level, C-suite type positions.

See also ABJ list of Contingency Search Firms and Tech Recruitment Firms.

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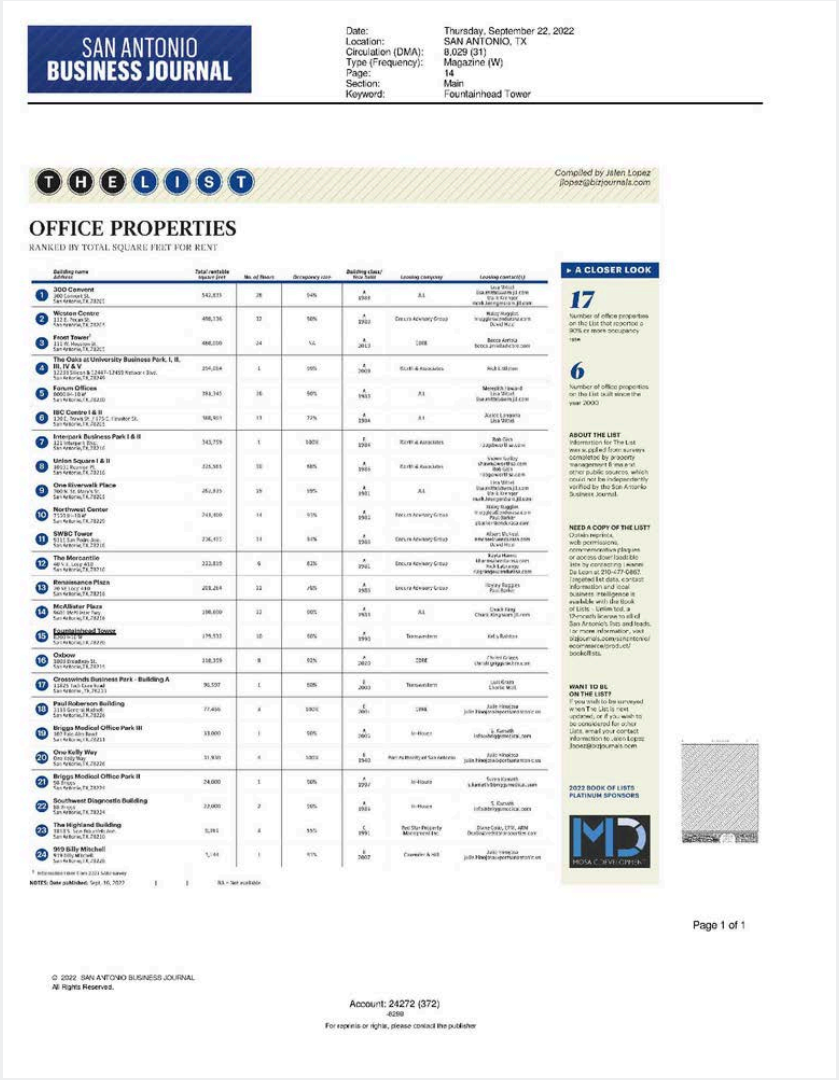
September 29, 2022 PRINT

Austin Business Journal (56-000)

Monthly Visits **58K**

Monthly Visits

San Antonio Business Journal



SAN ANTONIO BUSINESS JOURNAL

Date: Thursday, September 22, 2022
Location: SAN ANTONIO, TX
Circulation (DMA): 8,029 (31)
Type (Frequency): Magazine (W)
Page: 14
Section: Main
Keyword: Fountainhead Tower

THE LIST

Compiled by Jilen Lopez
jlopez@bizjournals.com

OFFICE PROPERTIES

RANKED BY TOTAL SQUARE FEET FOR RENT

	Building name / Address	Total rentable square feet	No. of floors	Occupancy rate	Building class / Year built	Leasing company	Leasing contact(s)
1	300 Convent 300 Convent St. San Antonio, TX 78205	542,835	28	94%	A 1969	JLL	
2	Weston Centre 112 E. Pecan St. San Antonio, TX 78205	498,136	32	90%	A 1982	Encore Advisory Group	
3	Frost Tower[1] 111 W. Houston St. San Antonio, TX 78205	486,000	24	NA	A 2013	1998	Becca Arriola becca.arriola@cbre.com
4	The Oaks at University Business Park, I, II, III, IV & V 12339 Silicon & 12447-12455 Nelson Blvd. San Antonio, TX 78249	204,004	1	99%	A 2009	Rochi & Associates	Rochi Sikdar
5	Forum Offices 6000 Bandera San Antonio, TX 78238	193,345	16	96%	A 1985	JLL	Meredith Lloyd Lisa Short lisa.short@am.jll.com
6	SBC Centre I & II 130 E. Travis St. / 175 S. Frio St. San Antonio, TX 78205	168,903	13	72%	A 1984	JLL	Ashley Longoria Lisa Short
7	Interpark Business Park I & II 221 Interpark Blvd. San Antonio, TX 78216	143,779	1	100%	A 2004	Rochi & Associates	Rob Cox rcox@rochi.com
8	Union Square I & II 18111 Bulverde Pl. San Antonio, TX 78216	135,583	10	98%	A 2005	Rochi & Associates	Karen Sulley ksulley@rochi.com Paige Hill phill@rochi.com
9	One Riverwalk Place 700 N. St. Mary's St. San Antonio, TX 78205	262,835	19	99%	A 1981	JLL	Lisa Short lisa.short@am.jll.com Erin Kramer erin.kramer@am.jll.com Heidi Mercantini heidi.mercantini@am.jll.com
10	Northwest Center 7550 IH-10 W San Antonio, TX 78229	243,000	14	93%	A 1982	Encore Advisory Group	Mary Huggins mhuggins@encoreadvisorygroup.com Brandi Hall bhall@encoreadvisorygroup.com
11	SWBC Tower 5111 San Pedro Ave. San Antonio, TX 78212	236,411	11	94%	A 1983	Encore Advisory Group	Albert Richter arichter@encoreadvisorygroup.com Brandi Hall bhall@encoreadvisorygroup.com
12	The Mercantile 401 E. Levy #10 San Antonio, TX 78212	222,810	6	82%	A 1991	Encore Advisory Group	Kayla Hamm khamm@encoreadvisorygroup.com Nick Kalivoda nkalivoda@encoreadvisorygroup.com
13	Renaissance Plaza 1250 NE Loop 410 San Antonio, TX 78209	203,264	12	78%	A 1983	Encore Advisory Group	Shirley Ruggles Ross Burkett
14	McAllister Plaza 8611 IH-10 West Twy. San Antonio, TX 78230	198,659	12	90%	A 1983	JLL	Chuck King Chuck.King@am.jll.com
15	Fountainhead Tower Leasing Office San Antonio, TX 78205	179,553	10	93%	A 1990	Transwestern	Kelly Robbins
16	Oxbow 3800 Broadway St. San Antonio, TX 78209	158,359	8	92%	A 2003	2BNE	Cheryl Grace cheryl.grace@2bne.com
17	Crossroads Business Park - Building A 11750 I-10 W San Antonio, TX 78230	90,597	1	88%	A 2002	Transwestern	Justin Grace Charlie Wolf
18	Paul Roberson Building 1139 Gorge Blvd. San Antonio, TX 78228	77,406	4	100%	C 2001	1998	Julie Hinojosa julie.hinojosa@partnersrei.com
19	Briggs Medical Office Park III 307 Fair Oaks Road San Antonio, TX 78229	33,000	1	95%	A 2001	In-House	L. Ramelli lrfoodie@gmail.com
20	One Kelly Way One Kelly Way San Antonio, TX 78230	31,930	4	100%	B 1985	Partnership of San Antonio	Julie Hinojosa julie.hinojosa@partnersrei.com
21	Briggs Medical Office Park II 30 Briggs San Antonio, TX 78229	24,000	1	96%	A 1997	In-House	Sonia Kovach s.kovach@sbcglobal.net
22	Southwest Diagnostic Building 30 Briggs San Antonio, TX 78229	22,000	2	90%	A 1984	In-House	S. Kovach infodesk@sgmedical.com
23	The Highland Building 18115 San Pedro Ave. San Antonio, TX 78232	9,393	4	95%	C 1991	Red Oak Property Management Inc	Diane Cole, CPM, ARM Diane@redoakproperties.com
24	910 Billy Mitchell 910 Billy Mitchell San Antonio, TX 78226	5,144	1	97%	B 2007	Cornerstone Realty	Julie Hinojosa julie.hinojosa@partnersrei.com

[1] Information taken from 2021 survey

NOTES: Date published: Sept. 16, 2022 | | NA = Not available

▸ A CLOSER LOOK

17
Number of office properties on the List that maintain a 90% or more occupancy rate

6
Number of office properties on the List built since the year 2000

ABOUT THE LIST
Information for The List was supplied from surveys completed by property management firms and other public sources, which could not be independently verified by the San Antonio Business Journal.

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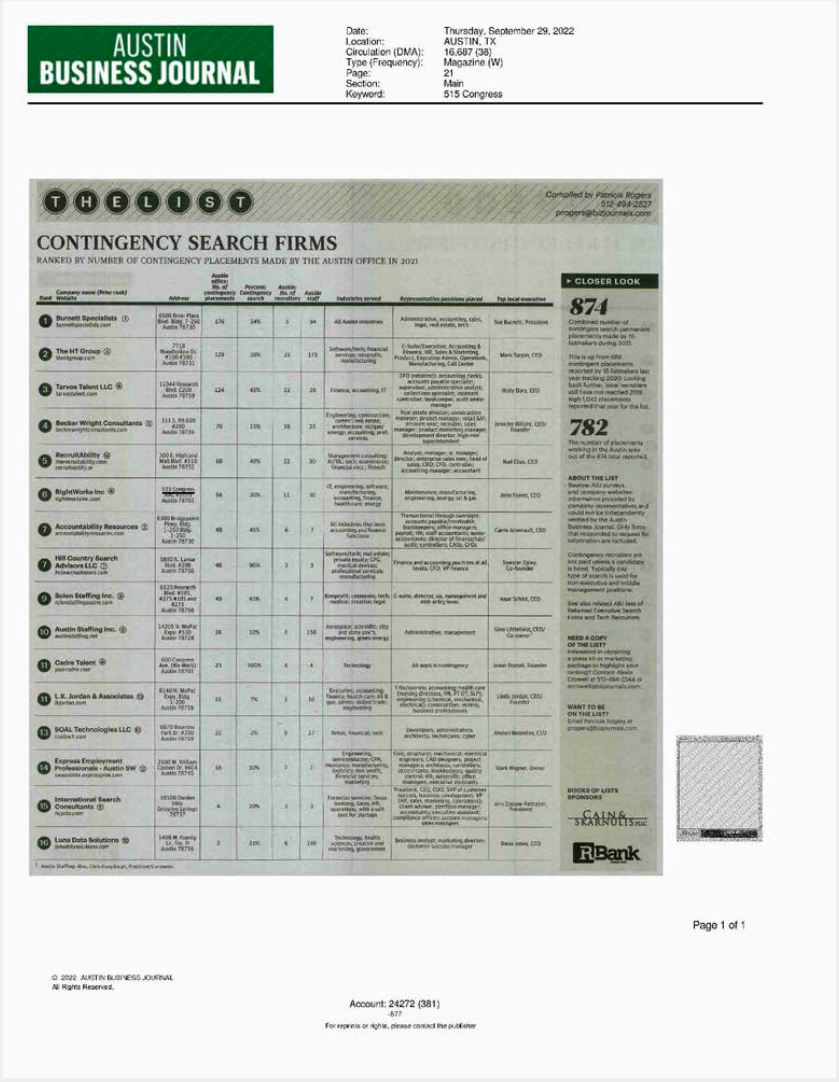
September 22, 2022 PRINT

San Antonio Business Journal (56-000)

Monthly Visits **11.3K**

Monthly Visits

Austin Business Journal



AUSTIN BUSINESS JOURNAL

Date: Thursday, September 29, 2022
Location: AUSTIN, TX
Circulation (DMA): 16,687 (38)
Type (Frequency): Magazine (W)
Page: 21
Section: Main
Keyword: 515 Congress

THE LIST

Compiled by Patricia Rogers
512-494-2527
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CONTINGENCY SEARCH FIRMS

RANKED BY NUMBER OF CONTINGENCY PLACEMENTS MADE BY THE AUSTIN OFFICE IN 2021

Rank	Company name (Prior rank) Website	Address	Austin office contingency placements	Percent Contingency search	Austin No. of recruiters	Austin staff	Industries served	Representative positions placed	Top local executive
1	Burnett Specialists burnettspecialists.com	6500 River Place Blvd. Bldg. 2 Ste. 200 Austin 78730	174	34%	5	94	All Austin industries	Administrative, accounting, sales, legal, real estate, tech	Sue Burnett, President
2	The HT Group thehtgroup.com	7718 Woodhollow Dr. #108-#380 Austin 78731	129	18%	23	175	Software/tech; financial services; nonprofit; manufacturing	C-Suite/Executive, Accounting & Finance, HR, Sales & Marketing, Product, Executive Admin, Operations, Manufacturing, Call Center	Mark Turpin, CEO
3	Tarvos Talent LLC tarvostalent.com	11044 Research Blvd. C209 Austin 78759	124	40%	22	28	Finance, accounting, IT	CFO (retained); accounting clerks; accounts payable specialist; supervisor, administrative analyst; collections specialist; assistant controller; bookkeeper; audit senior associate	Molly Dorn, CEO
4	Becker Wright Consultants beckerwrightconsultants.com	3115, 3116 & 4200 Austin 78734	79	13%	18	25	Engineering, construction, commercial real estate, architecture, legal, energy, accounting, prof. services	Real estate director; construction manager; project manager; retail MP; division exec; recruiter; sales manager; product marketing manager; development director; high-rise superintendent	Jennifer Wright, CEO/ Founder
5	RecruitAbility therecruitability.com/ recruitability.ai	300 E. Highland Mall Blvd. #310 Austin 78752	68	40%	22	30	Management consulting; AI/ML; tech; ecommerce; financial svcs.; fintech	Analyst, manager, sr. manager, director; enterprise sales exec; head of sales; CRO, CTO, controller; accounting manager; accountant	Neil Elias, CEO
6	RightWorks Inc rightworksinc.com	111 Congress Ave. Austin 78701	58	30%	11	30	IT, engineering, software, manufacturing, accounting, finance, healthcare, energy	Maintenance; manufacturing, engineering, energy, oil & gas	John Fuerst, CEO
7	Accountability Resources accountabilityresources.com	6300 Bridgepoint Pkwy. Bldg. 2, 250 Bldg. 2, 250 Austin 78730	48	45%	6	7	All industries that have accounting and finance functions	Transactional through oversight: accounts payable/receivable; bookkeepers; office managers; payroll; HR; staff accountants; senior accountants; director of finance/controller; controllers; CAOs; CFOs	Carrie Greenwalt, CEO
7	Hill Country Search Advisors LLC hillcountrysearch.com	3810 S. Lamar Blvd. #208 Austin 78704	48	90%	3	3	Software/tech; real estate; private equity; CPG; medical devices; professional services; manufacturing	Finance and accounting pros from all levels; CFO, VP finance	Spencer Epley, Co-founder
9	Scion Staffing Inc. scionstaffingaustin.com	8320 Research Blvd. #105, #275 #285 and #275 Austin 78758	40	45%	4	7	Nonprofit; corporate; tech; medical; creative; legal	C-suite, director, vp, management and mid-entry level	Isaac Schild, CEO
10	Austin Staffing Inc. austinstaffing.net	14305 N. MoPac Expy. #330 Austin 78728	28	10%	4	150	Aerospace; scientific; city and state gov't; engineering, green energy	Administrative, management	Gina Littlefield, CEO/ Co-owner
11	Cadre Talent yourcadre.com	600 Congress Ave. (Rio Mezz) Austin 78701	23	100%	4	4	Technology	All work is contingency	Jason Stansel, Founder
11	L.K. Jordan & Associates lkjordan.com	8140 N. MoPac Expy. Bldg. 2, 200 Austin 78759	23	7%	3	10	Executives; accounting; finance; health care; oil & gas; admin; skilled trade; engineering	IT/Architecture; accounting; health care (nursing directors, RN, PT, OT, SLP); engineering; skilled trades; drilling; electrical; construction; realtors; business professionals	Linda Jordan, CEO/ Founder
13	SOAL Technologies LLC soaltech.com	9070 Research Park Dr. #200 Austin 78759	22	2%	9	27	Retail; financial; tech	Developers, administrators, architects, technicians, cyber	Ahmed Bedeiwy, CTO
14	Express Employment Professionals - Austin SW austinsouthwest.expresspros.com	2500 W. William Cannon Dr. #604 Austin 78745	18	30%	7	7	Engineering, semiconductor, CPA, insurance, manufacturing, logistics, non-profit, financial services, marketing	Civil, structural, mechanical, electrical engineers; CAD designers; project managers; architects; controllers; director of finance; billing & collections; HR; specialists; plant managers; executive assistants	Mark Wagner, Owner
15	International Search Consultants ischs.com	10520 Darden Hills Driveline Springs 78717	4	20%	3	3	Forensic services; Texas banking, sales, HR, operations, with a soft spot for startups	President, CEO, COO, SVP of customer success, business development, VP HR, sales, marketing, controllers; client advisor; portfolio manager; account manager; risk analyst; compliance officer; succession management; sales manager	Ann Zisow-Rattikin, President
16	Luna Data Solutions lunadatasolutions.com	1408 W. Koenig Ln. Ste. D Austin 78756	2	25%	6	160	Technology, health systems, creative and marketing, government	Business analyst; marketing director; customer success manager	Dana Jones, CEO

CLOSER LOOK

874

Combined number of contingent search permanent placements made by 16 fastmakers during 2021.

This is up from 660 contingent placements reported by 15 fastmakers last year tracking 2020. Looking back further, local recruiters still have not reached 2019 high 1,043 placements reported that year for the list.

782

The number of placements working in the Austin area out of the 874 total reported.

ABOUT THE LIST

Sources: ABJ surveys, and company websites; information provided by company representatives and could not be independently verified by the Austin Business Journal. Only firms that responded to request for information are included.

Contingency recruiters are not paid unless a candidate is hired. Typically this type of search is used for non-executive and middle management positions.

See also related ABJ lists of Retained Executive Search Firms and Tech Recruiters.

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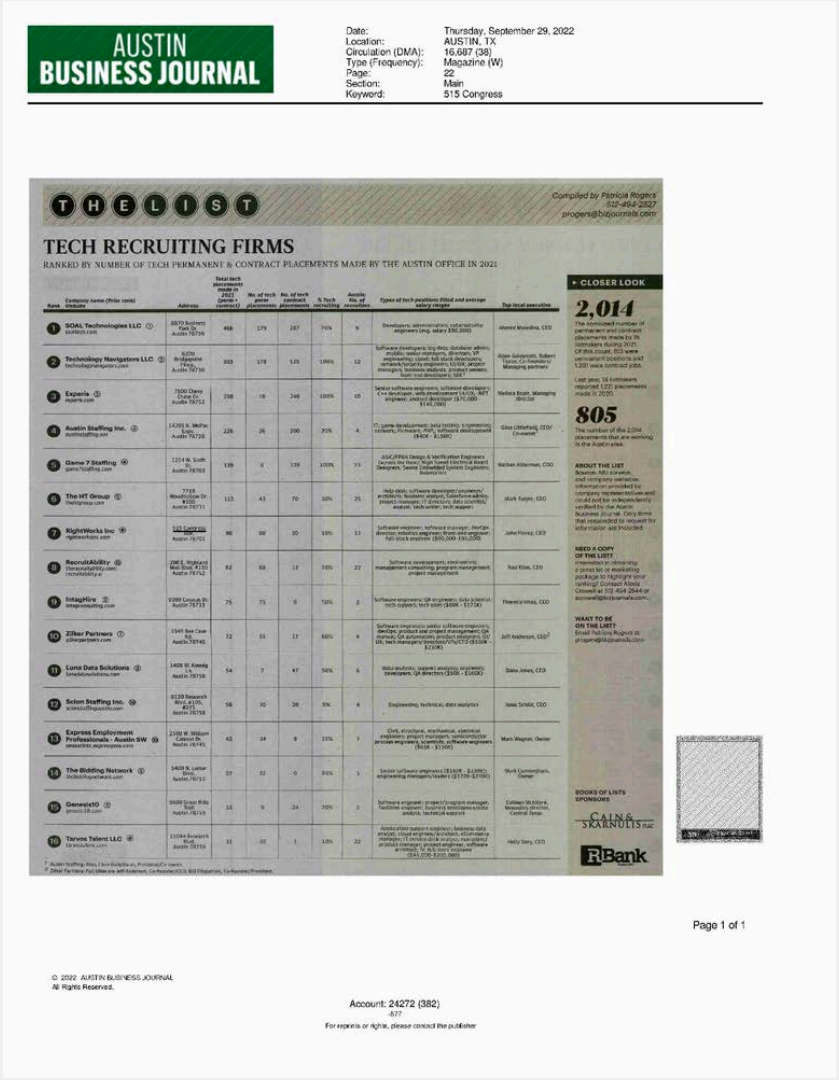
September 29, 2022 PRINT

Austin Business Journal (56-000)

Monthly Visits **58K**

Monthly Visits

Austin Business Journal



AUSTIN BUSINESS JOURNAL

Date: Thursday, September 29, 2022
Location: AUSTIN, TX
Circulation (DMA): 16,687 (38)
Type (Frequency): Magazine (W)
Page: 22
Section: Main
Keyword: 515 Congress

THE LIST

Compiled by Patricia Rogers
512-494-2527
progers@bizjournals.com

TECH RECRUITING FIRMS

RANKED BY NUMBER OF TECH PERMANENT & CONTRACT PLACEMENTS MADE BY THE AUSTIN OFFICE IN 2021

Rank	Company name (Prior rank) Website	Address	Total tech placements made in 2021 (2020 - current)	No. of tech perm placements	No. of tech contract placements	% Tech recruiting	Austin No. of recruiters	Types of tech positions filled and average salary range	Top local executive
1	SOAL Technologies LLC soaltech.com	8870 Business Park Dr. Austin 78759	466	179	287	70%	9	Developers; administrators; cybersecurity engineers (avg. salary $90,000)	Ahmed Moseiba, CEO
2	Technology Navigators LLC technologynavigators.com	8200 Bridgepoint Pkwy. Austin 78730	303	178	125	100%	12	Software developers; big data; database admin; mobile; senior managers, directors, VP engineering; cloud; full stack developers; network; firmware; PMP, software development managers; business analysts; BI/DW; project managers; business analysts; BI/DW; testers; user and developer; UI/UX	Alper Gokyerim, Robert Taylor, Co-founders/ Managing partners
3	Experis experis.com	7500 Chevy Drive Dr. Austin 78752	258	18	240	100%	10	Senior software engineers; software developers; C++ developer; web development ($170,000 - $140,000); architect/developer ($170,000 - $140,000)	Melissa Brant, Managing director
4	Austin Staffing Inc. austinstaffing.net	14205 N. MoPac Expy. Austin 78728	226	26	200	70%	4	IT; game development; beta testing; engineering; network; firmware; PMP, software development ($60K - $ 180K)	Gina Littlefield, CEO/ Co-owner
5	Game 7 Staffing game7staffing.com	1214 W. Sixth St. Austin 78703	139	0	139	100%	11	ASIC/FPGA Design & Verification Engineers; Circuits; Test; Electrical; Mechanical; Board Designers; Senior Embedded System Engineers; Robotics	Nathan Alderman, COO
6	The HT Group thehtgroup.com	7719 Woodhollow Dr. #100 Austin 78731	113	43	70	30%	25	Help desk; software developer/engineers/ architects; assistant analyst; Salesforce admin; project manager; IT directors; data scientist/ analyst; tech writer; tech support	Mark Karpin, CEO
7	RightWorks Inc rightworksinc.com	515 Congress Ave. Austin 78701	90	80	10	15%	11	Software engineer; software manager; DevOps director; robotics engineer; Rivers and engineer; full-stack engineer ($80,000- $90,000)	John Florez, CEO
8	RecruitAbility therecruitability.com/ recruitability.e	200 E. Highland Mesa Blvd. #150 Austin 78752	82	69	13	30%	22	Software development, cloud security; management consulting; program management; project management	Yoel Elias, CEO
9	IntagHire intaghire.com	12100 Lincoln Dr. Austin 78733	75	73	5	50%	3	Software engineers; QA engineers; data scientist; tech support; tech team ($80K - $175K)	Theresa Intag, CEO
10	Zilker Partners zilkerpartners.com	1501 San Jose Rd. Austin 78745	72	55	17	60%	8	Software engineers; senior software engineers; DevOps; product and project management; QA engineers; UI; automation; architect; director; UX; tech managers ($70K - $150K, $120K)	Jeff Anderson, CEO[2]
11	Luna Data Solutions lunadatasolutions.com	3406 W. Koenig Austin 78756	54	7	47	50%	6	Data analysts; support analysts; engineers; developers; QA directors ($50K - $100K)	Dana Jones, CEO
12	Selon Staffing Inc. selonstaffingusa.com	8120 Research Blvd. #270, #270 Austin 78758	50	30	20	5%	4	Engineering; technical; data analytics	Isaac Schild, CEO
13	Express Employment Professionals - Austin SW expressfinder.expresspros.com	2100 W. William Cannon Dr. Austin 78745	43	34	9	25%	3	Civil, structural, mechanical, electrical engineers; project managers; semiconductor process engineers; QA; software engineers ($60K - $120K)	Mark Wagner, Owner
14	The Bidding Network thebiddingnetwork.com	3400 N. Lamar Blvd. Austin 78705	37	32	0	90%	5	Senior software engineers (IT/SW - $130K); engineering managers/leaders ($170K-$210K)	Mark Cunningham, Owner
15	Genesis10 genesis10.com	9500 Great Hills Trail Austin 78759	33	9	24	70%	2	Software engineer; project/program manager; facilities engineer; business analysts/data analysts; technical support	Colleen McIntire, Managing director, Central Texas
16	Tarvos Talent LLC tarvostalent.com	11044 Research Blvd. Austin 78759	31	30	1	10%	22	Application support engineer; business data analyst; cloud engineer/architect; eCommerce engineer; IT director; IT manager; product manager; project engineer; software architect; Sr. BA (varies by position) ($43,000-$105,000)	Holly Sery, CEO

[1] Austin Staffing: Alex, Chris Gutzeit-s, Principal/Co-owner.
[2] Other Partners: Full titles are Jeff Anderson, Co-founder/CEO; Bill Fitzpatrick, Co-founder/President.

CLOSER LOOK

2,014

The combined number of permanent and contract placements made by 16 companies during 2021. Of this count, 853 were permanent positions and 1,320 were contract jobs.

Last year, 14 companies reported 1,221 placements made in 2020.

805

The number of the 2,014 placements that are working in the Austin area.

ABOUT THE LIST

Sources: ABJ research, and company-provided information provided by company representatives and could not be independently verified by the Austin Business Journal. Only firms that responded to request for information are included.

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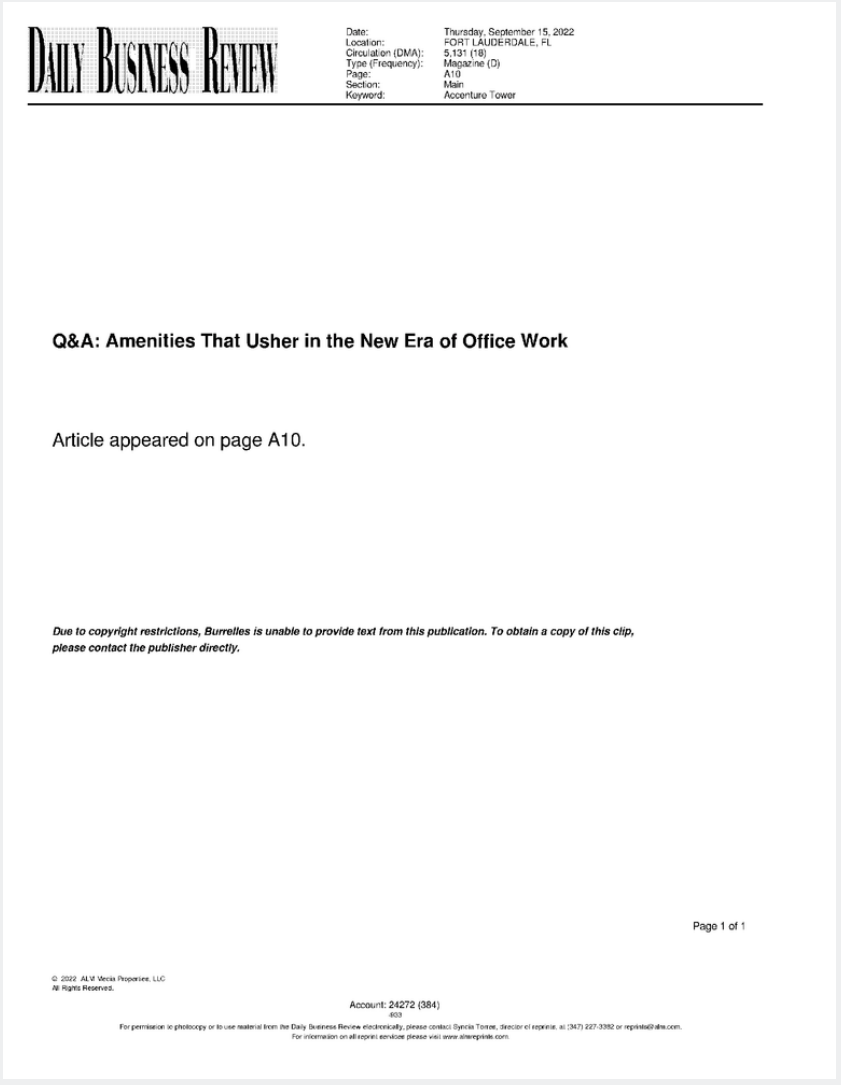
September 29, 2022 PRINT

Austin Business Journal (56-000)

Monthly Visits **58K**

Monthly Visits

Daily Business Review



DAILY BUSINESS REVIEW

Date: Thursday, September 15, 2022
Location: FORT LAUDERDALE, FL
Circulation (DMA): 5,131 (18)
Type (Frequency): Magazine (D)
Page: A10
Section: Main
Keyword: Accenture Tower

Q&A: Amenities That Usher in the New Era of Office Work

Article appeared on page A10.

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September 15, 2022 PRINT

Daily Business Review (56-000)

Monthly Visits **5.13K**

Monthly Visits

Texas Monthly

TexasMonthly

Date: Saturday, October 01, 2022
Location: AUSTIN, TX
Circulation (DMA): 208,136 (N/A)
Type (Frequency): Magazine (12Y)
Page: 85
Section: Super Lawyers
Keyword: Highland Park Place

Standing L to R: Frank L. Branson*, John Burkhead**, Linda Yee Villa, Sitting L to R: Debbie Dudley Branson*, Tim Newsom*
*Super Lawyers Honoree **Rising Stars Honoree

THE LAW OFFICES OF FRANK L. BRANSON

Uniting experience, wisdom, resources and passion, the trial lawyers at The Law Offices of Frank L. Branson have successfully handled almost every type of truck and transportation accident, as well as injuries caused by defective products, pipeline explosions, worksite accidents and air disasters.

Led by legendary trial lawyer Frank L. Branson, the firm has developed a reputation for standing up to powerful corporate interests, including trucking and transportation companies that place profit over safety at the expense of motorists who share the road. The firm's record outcomes are memorialized in *VerdictSearch*'s record books, including six of the state's largest jury verdicts since 2007:

- Product Defect: $242 million product liability verdict, which was reduced to a $200 million judgment affirmed by the Dallas Court of Appeals, was settled while pending at the Texas Supreme Court to the satisfaction of all parties.
- Construction Defect: $34 million settlement for injuries in the collapse of a Dallas Cowboys practice facility. No. 1 settlement in Texas in 2012.
- Product Defect: $24.75 million settlement for a seriously injured woman in an alleged defective product case.
- Truck Crash: $20.8 million verdict on behalf of an 83-year-old woman whose 76-year-old husband was killed in a wreck caused by an unqualified truck driver who had drugs in his system. Top 100 verdict in Texas and the U.S. in 2007.
- Psychiatric Hospital Abuse: $2 million jury verdict in 2021 with treble damages, attorney fees and numerous related settlements against a chain of mental health hospitals and related parties for holding patients against their will.
- Business Contracts: $43 million jury verdict in business litigation related to oil and gas lease acquisitions. No. 4 jury verdict in Texas and No. 15 in the nation in 2015.
- Numerous recoveries in cases involving trains, planes, automobiles and trucks.

Congratulations to Mr. Branson for his recognition again among the Top 10 lawyers in the entire state, and congratulations, as well, to attorneys Debbie Branson and Tim Newsom for their repeat Super Lawyers honors and John Burkhead for his 2016-2022 Rising Stars recognition.

In the course of his career, Mr. Branson has earned some of the legal profession's highest honors, most recently as the recipient of the 2021 Ronald D. Secrest Outstanding Trial Lawyer Award from the Texas Bar Foundation and induction in *D Magazine*'s inaugural 2022 Best Lawyers in Dallas Hall of Fame. A small sampling of his professional recognition includes *The National Law Journal*'s Elite Trial Lawyers in 2019, as well as separate Living Legends honors by the Texas Trial Lawyers Association and Dallas Trial Lawyers Association in 2019 and Texas Trial Legend by the Dallas Bar Association in 2010.

This is a firm that individuals turn to when the conduct of others has made their lives a catastrophe. It's a team that other lawyers turn to for assistance with their most challenging and high-stakes cases. At the core of this firm's work is a conviction that lawyers can make a difference in their clients' lives through tenacity, imagination, experience and devotion to their cases.

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SUPER LAWYERS TEXAS 2022 S-5

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October 01, 2022 PRINT

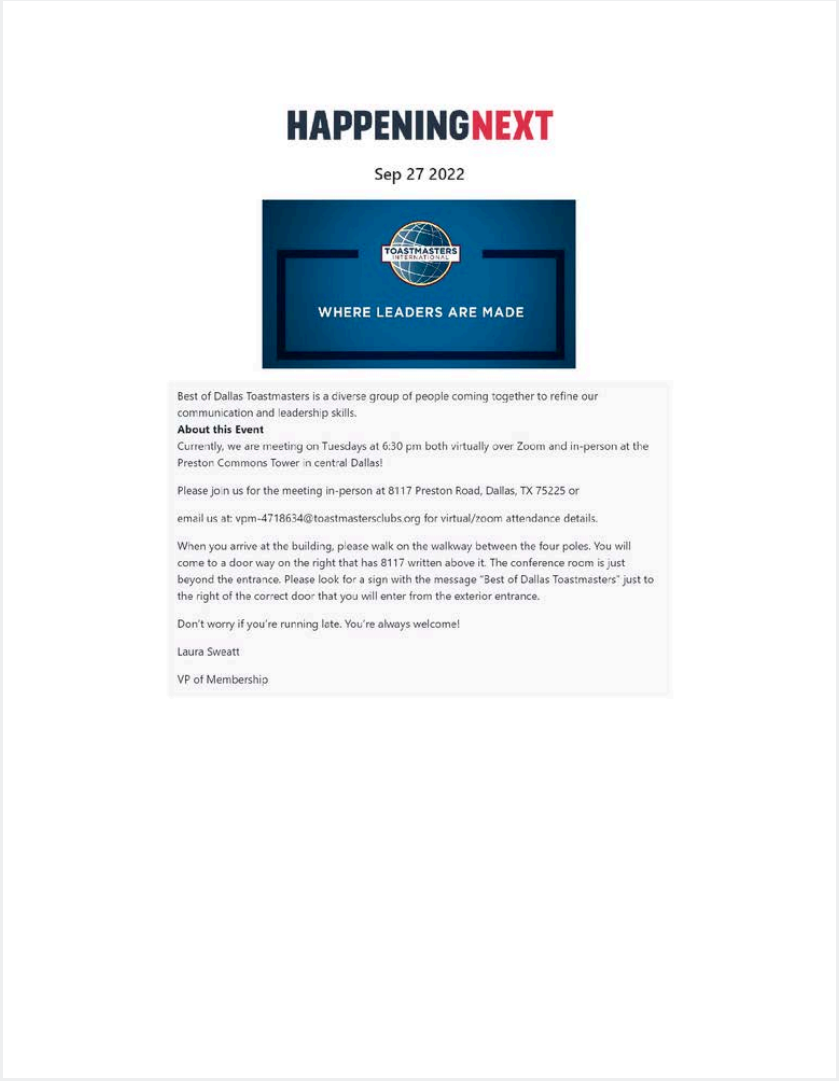
Texas Monthly (56-000)

Monthly Visits **208K**

Monthly Visits

Happening Next

Events & Festivals HappeningNext, Explore what's happening next, right next to you.



October 27, 2022 ONLINE

Happening Next (56-000)

happeningnext.com/event/best-of-dallas-t...

Monthly Visits **359K**

Monthly Visits

WFMZ

WFMZ-TV 69 News serves the Lehigh Valley, Berks County, and Philadelphia regions with news and family programming

September 25, 2022 ONLINE

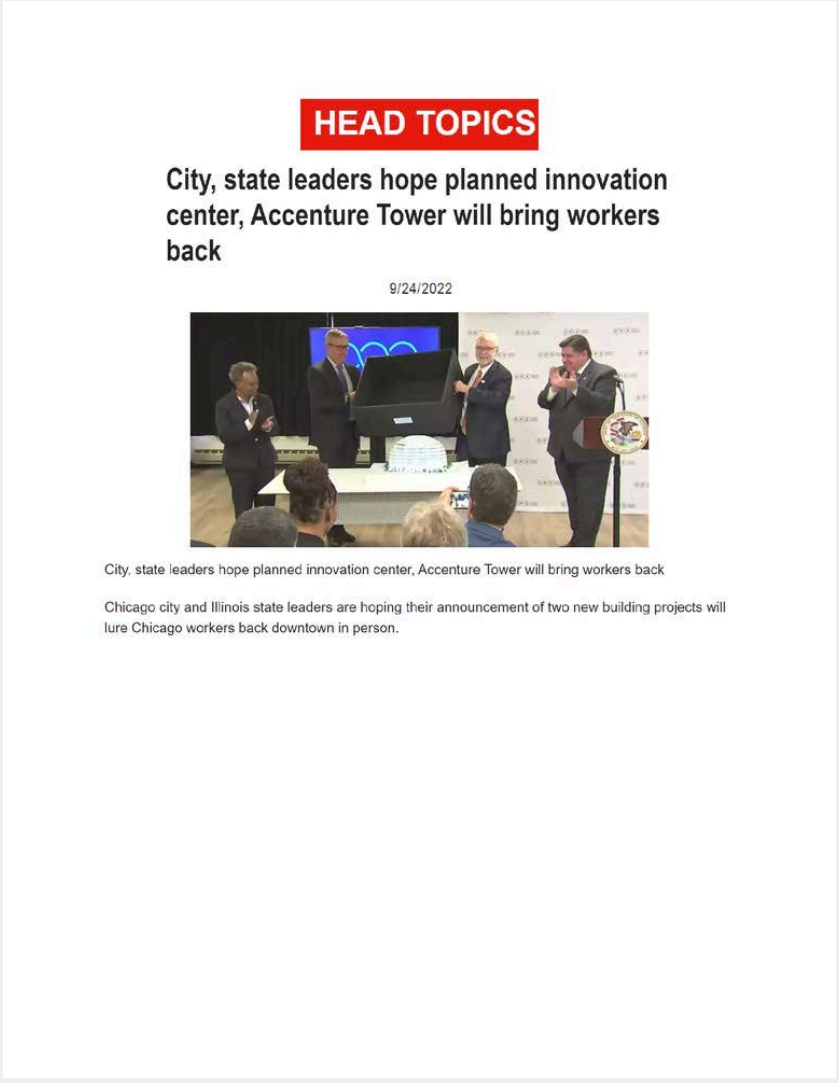
WFMZ- TV (56-000)

wfmz.com/news/cnn/regional/city-and-sta...

Monthly Visits **289K**

Monthly Visits

Head Topics



HEAD TOPICS

City, state leaders hope planned innovation center, Accenture Tower will bring workers back

9/24/2022

City, state leaders hope planned innovation center, Accenture Tower will bring workers back

Chicago city and Illinois state leaders are hoping their announcement of two new building projects will lure Chicago workers back downtown in person.

September 24, 2022 ONLINE

Head Topics (56-000)

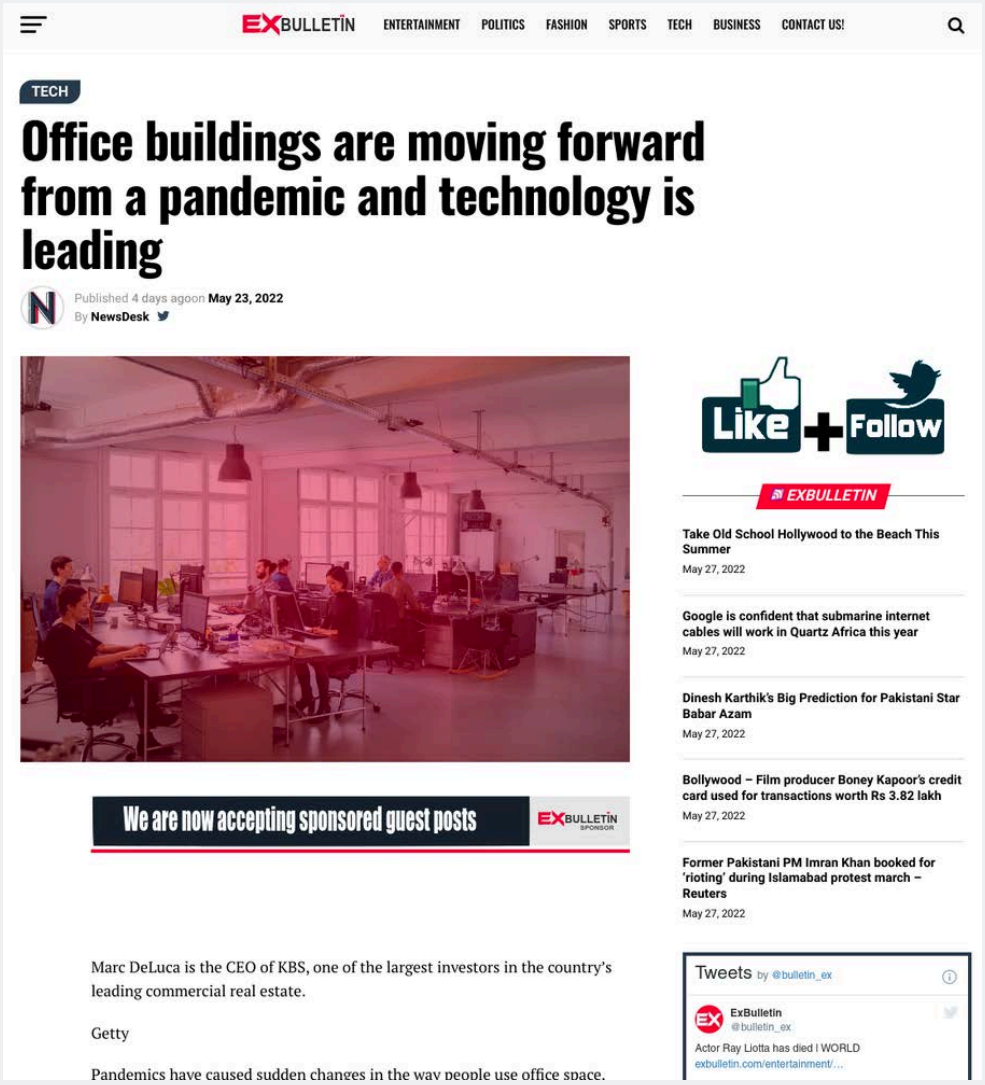
headtopics.com/us/city-state-leaders-hop...

Monthly Visits **545K**

Monthly Visits

ExBulletin

We Deliver the best latest news!



May 23, 2022 ONLINE

ExBulletin (56-000)

exbulletin.com/tech/1638850/

Monthly Visits **9.49K**

Monthly Visits

The Business Times

THE BUSINESS TIMES

REIT WATCH

Signs of an inflection point for S-Reits with Europe, US office assets

SUN, MAY 29, 2022 • 12:12 PM | UPDATED SUN, MAY 29, 2022 • 9:58 PM

EMELIA TAN

Bonn Campus, one of the four office properties that make up IReit Global's initial portfolio. IMAGE: IREIT GLOBAL

DATA for office markets in Europe and the United States (US) are indicating potential signs of recovery. European office occupier activity remains robust and rents resilient in Q1 2022, and Q4 2021 recorded the strongest quarterly leasing volume since Q4 2018 driven by pent-up demand (Knight Frank, Savills).

Meanwhile in the US, leasing activity rose 5.4 per cent over Q1 2022, marking the fifth consecutive quarter of improved tenant demand, according to JLL.

There are 6 S-Reits with pure Europe and US office properties: **Cromwell European Reit : CWBU +3.47%**, **IReit Global : 8U7U 0%**, and **Elite Commercial Reit : MXNU +0.77%** have pure Europe office assets, while **Manulife US Reit : BTOU 0%**, **Prime US**

May 29, 2022 ONLINE

The Business Times (56-000)

businesstimes.com.sg/companies-market...

Monthly Visits **104K**

Monthly Visits

Reit : OXMU +0.7%, and **Keppel Pacific Oak US Reit : CMOU +0.71%** have pure US office assets.

Cromwell European Reit reported 94.8 per cent in overall portfolio occupancy and 4.2 per cent positive rent reversion.

Its office portfolio registered positive rent reversion of 1.6 per cent, from several lease renewals and smaller new leases in Italy, France, and Finland. It noted that the preference in Europe trends towards shorter lease durations and flexible leases, while nascent recovery has been tempered by the Ukraine-Russia war which has reduced appetite for office expansions in Finland and Poland.

IReit Global reported an unchanged portfolio occupancy at 95.7 per cent as at Mar 31, 2022. It expects its portfolio to remain resilient, supported by a blue-chip tenant mix and diversified asset base.

IReit will continue to focus on asset management to maintain occupancy and long-term attractiveness through sustainability initiatives.

Elite Commercial Reit reported a 36.2 per cent year-on-year growth in Q1 2022 distributable income, driven by its maiden portfolio acquisition and tax savings as a UK Reit group. It achieved positive outcome from its major lease re-gearing exercise, removing lease break options from 109 assets (set to occur in March 2023).

It received notice to exercise break options for 8 of remaining 9 Department for Work and Pensions (DWP)-occupied assets and will actively manage these. The Reit's portfolio remains fully occupied as of Mar 31, 2022.

Manulife US Reit reported 3.9 per cent positive rent reversion and portfolio occupancy of 91.7 per cent in Q1 2022, above US Class A average (83 per cent). It noted that employment in most office-using sectors are above pre-Covid-19 levels, led by professional services, information, and financial activities.

Prime US Reit continued to observe stronger leasing activity for Q1 2022, which more than doubled year on year, and positive rent reversion of 3.4 per cent.

Rent reversions over the last 7 quarters have consistently remained positive. It noted that portfolio rents are below asking rents by 6.0 per cent, reflecting the continued potential for rent reversion.

Parking revenue also increased by over 30 per cent as more return to offices in Q1 2022.

Keppel Pacific Oak US Reit reported 2.4 per cent positive rent reversion for Q1 2022 with zero rent deferment requests. It noted new leading demand and expansions from professional services, finance and insurance, TAMI (technology, advertising, media, information), and medical and healthcare. It noted that tenants appear to have long-term confidence in the office market as more companies expand footprints. SGX RESEARCH

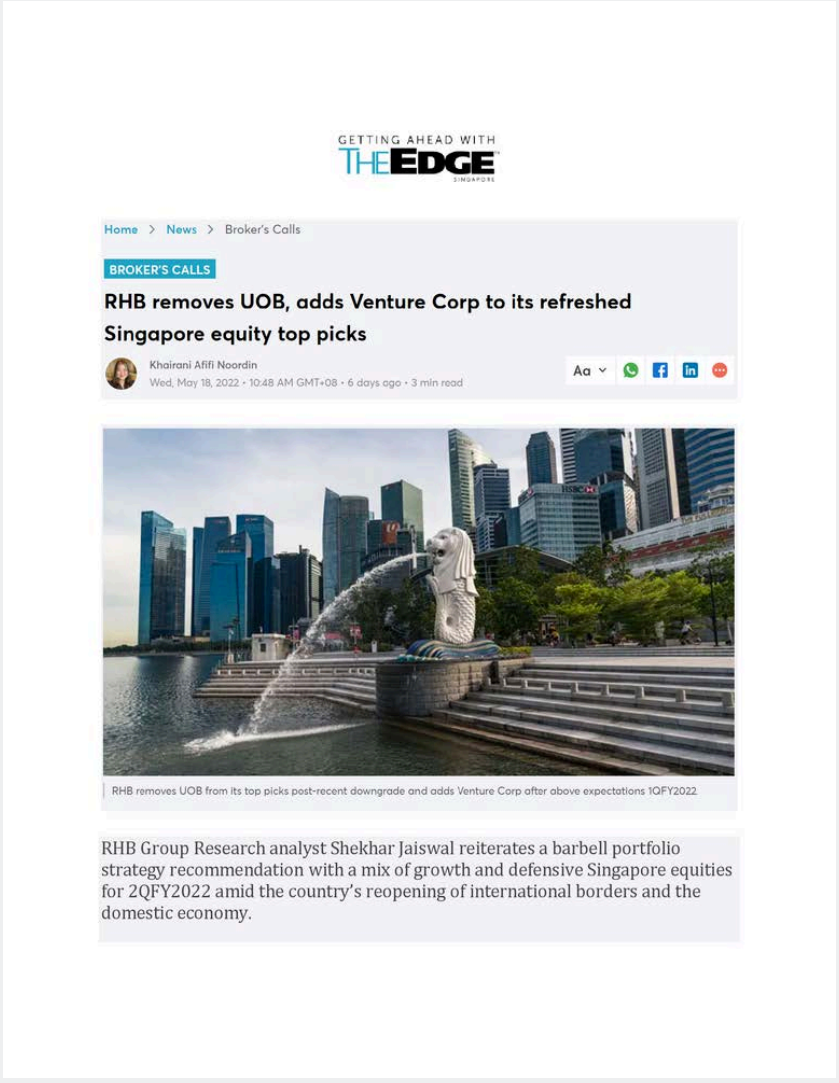
The writer is a research analyst at SGX. For more research and information on Singapore's Reit sector, visit sgx.com/research-education /sectors for the monthly S-Reits & Property Trusts Chartbook. Source: SGX Research S-Reits & Property Trusts Chartbook.

Office S-Reits with pure exposure to Europe and US markets

Trust Name	Stock Code	Market Cap (S$M)	Dividend Yield (%)	PB Ratio	YTD Total Returns (%)	Exposure
Cromwell European Reit	CWBU / CWCU	1,638	7.4	0.79	+22.2	100% Europe
IRelt Global	UDIU / 8U7U	711	6.7	0.84	-2.0	100% Europe
Elite Commercial Reit	MXNU	536	8.3	1.08	-3.2	100% Europe
Manulife US Reit	BTOU	1,418	8.5	0.87	-10.6	100% US
Prime US Reit	OXMU	1,189	9.2	0.88	-7.7	100% US
Keppel Pacific Oak US Reit	CMOU	983	8.7	0.83	-9.7	100% US

Source: Company announcements, Bloomberg (data as at May 26, 2022), Dividend yields from S-Reits & Property Trusts Chartbook May 2022

The Edge Singapore



GETTING AHEAD WITH THE EDGE

Home > News > Broker's Calls

BROKER'S CALLS

RHB removes UOB, adds Venture Corp to its refreshed Singapore equity top picks

Khairani Afifi Noordin
Wed, May 18, 2022 • 10:48 AM GMT+08 • 6 days ago • 3 min read

Aa

RHB removes UOB from its top picks post-recent downgrade and adds Venture Corp after above expectations 1QFY2022.

RHB Group Research analyst Shekhar Jaiswal reiterates a barbell portfolio strategy recommendation with a mix of growth and defensive Singapore equities for 2QFY2022 amid the country's reopening of international borders and the domestic economy.

May 18, 2022 ONLINE

The Edge Singapore (56-000)

theedgesingapore.com/news/brokers-call...

Monthly Visits **1.79K**

Monthly Visits

Although the reopening as well as the government's assurance on its plans to keep the economy open if Covid-19 cases spike bodes well for business and tourism, Jaiswal maintains that the Singapore equities outlook will depend on how well stocks and sectors deal with ongoing factors.

These factors are supply chain disruptions caused by Russo-Ukrainian war and China's zero-Covid-19 policy; uncertainty over the rate of rise in inflation; and the resultant expectations of rapid rises in interest rate hike for the rest of 2022.

Jaiswal's large-cap picks are Ascendas REIT, City Developments, DBS, Genting Singapore, OCBC, Singtel, ST Engineering, Suntec REIT, Thai Beverage, Venture Corp and Wilmar International.

Meanwhile, his mid to small-cap picks are Bumitama Agri, ComfortDelGro, ESR-Logos REIT, HRnetGroup, Kimly, Prime US REIT and Raffles Medical Group.

Jaiswal has removed United Overseas Bank (UOB) from his top picks post the recent downgrade. RHB downgraded UOB to "neutral" from "buy" following its 1QFY2022 results and has lowered its target price to $32.70 from $38.10.

"[UOB's] 1QFY2022 results missed our expectations mainly on lower non-interest income (non-II). Although trading and investment income is expected to rebound in 2Q22, our FY2022-FY2024 earnings were cut by 5%-6% to take into account the 1QFY2022 mark-to-market trading loss and more conservative assumptions on non-II, given the more challenging environment for wealth management," says Jaiswal.

RHB's lower target price accounts for higher risk premiums and a tweak in the ESG score to 3.2 from 3.3, as it recalibrated the assessment of risks and regulatory requirements associated with data and cybersecurity.

"We believe UOB's share price should consolidate in the near term, given its YTD outperformance and more subdued FY2022 earnings growth," adds Jaiswal.

Venture is an addition to the top pick, following above expectations performance in 1QFY2022. Jaiswal highlights that Venture expects demand to be steady going forward, based on customers' orders and forecasts across its various technology domains.

"We expect Venture to enjoy a positive FY2022 with expectations of 11% y-o-y earnings growth versus 5% y-o-y growth in FY2021 despite supply chain

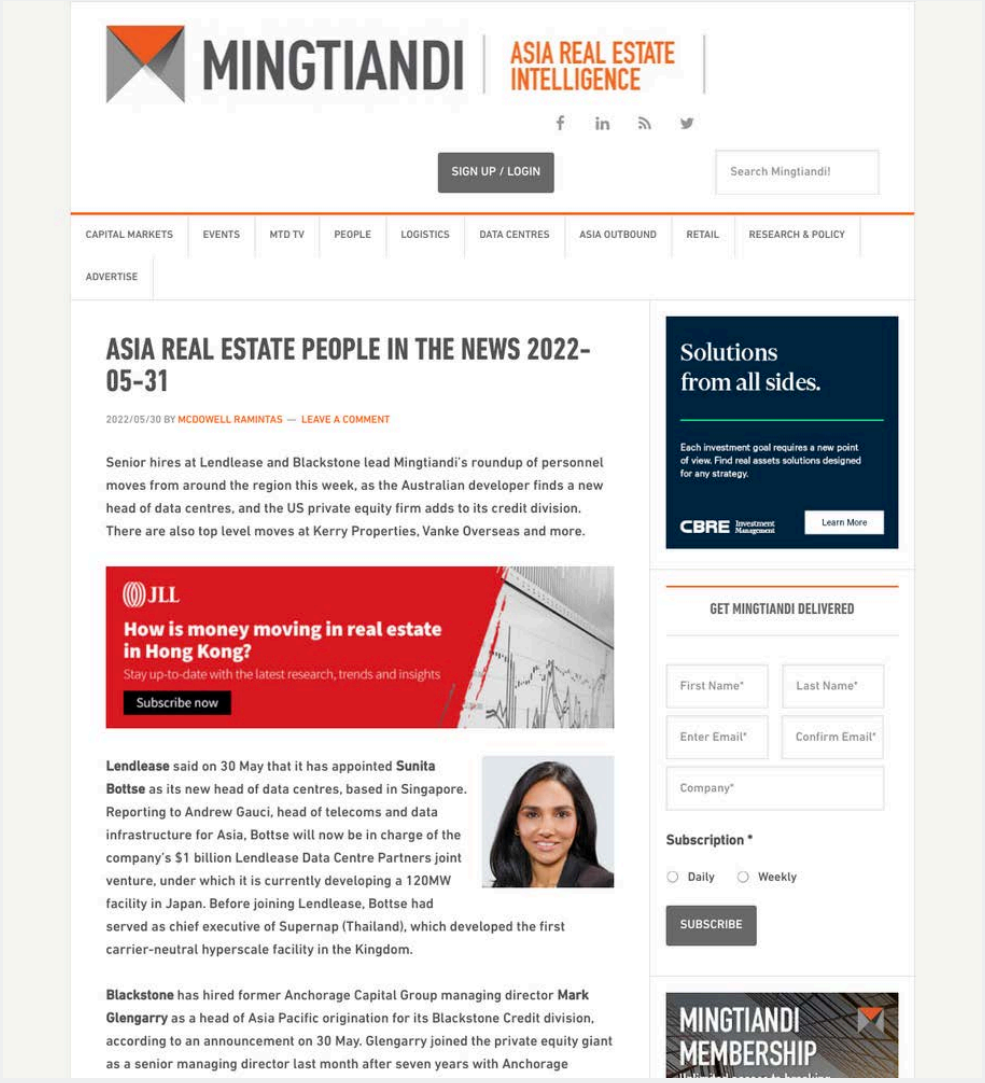
challenges. This is because the group has shown that it is able to maintain margins despite this inflationary period — thanks to Venture's strong relationships with its customers."

RHB's themes for 2QFY2022 remain unchanged, says Jaiswal. These themes are buying the beneficiaries of the rising interest rates cycle; continuing exposure to economic reopening plays; buying beneficiaries or stocks that are defensive against rising inflation; buying defensive stocks that will deliver EPS and DPS growth, net margin expansions as well as ROE improvements; and buying REITs that are defensive and those that will benefit from the reopening of the economy.

Photo: Bloomberg

Mingtiandi

Asia real estate and outbound investment news



May 30, 2022 ONLINE

Mingtiandi (56-000)

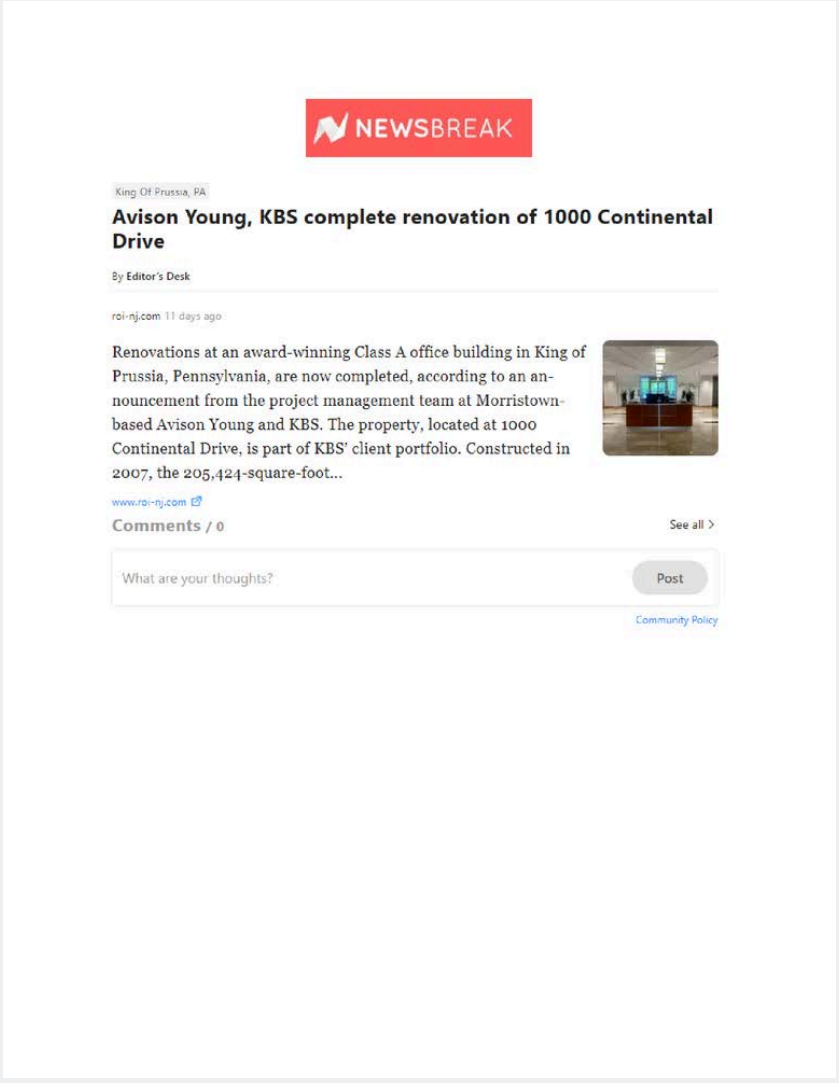
mingtiandi.com/real-estate/people/peopl...

Monthly Visits **4K**

Monthly Visits

NewsBreak

NewsBreak provides latest and breaking Ashburn, VA local news, weather forecast, crime and safety reports, traffic updates, event notices, sports, entertainment, local life...



June 24, 2022 ONLINE

NewsBreak (56-000)

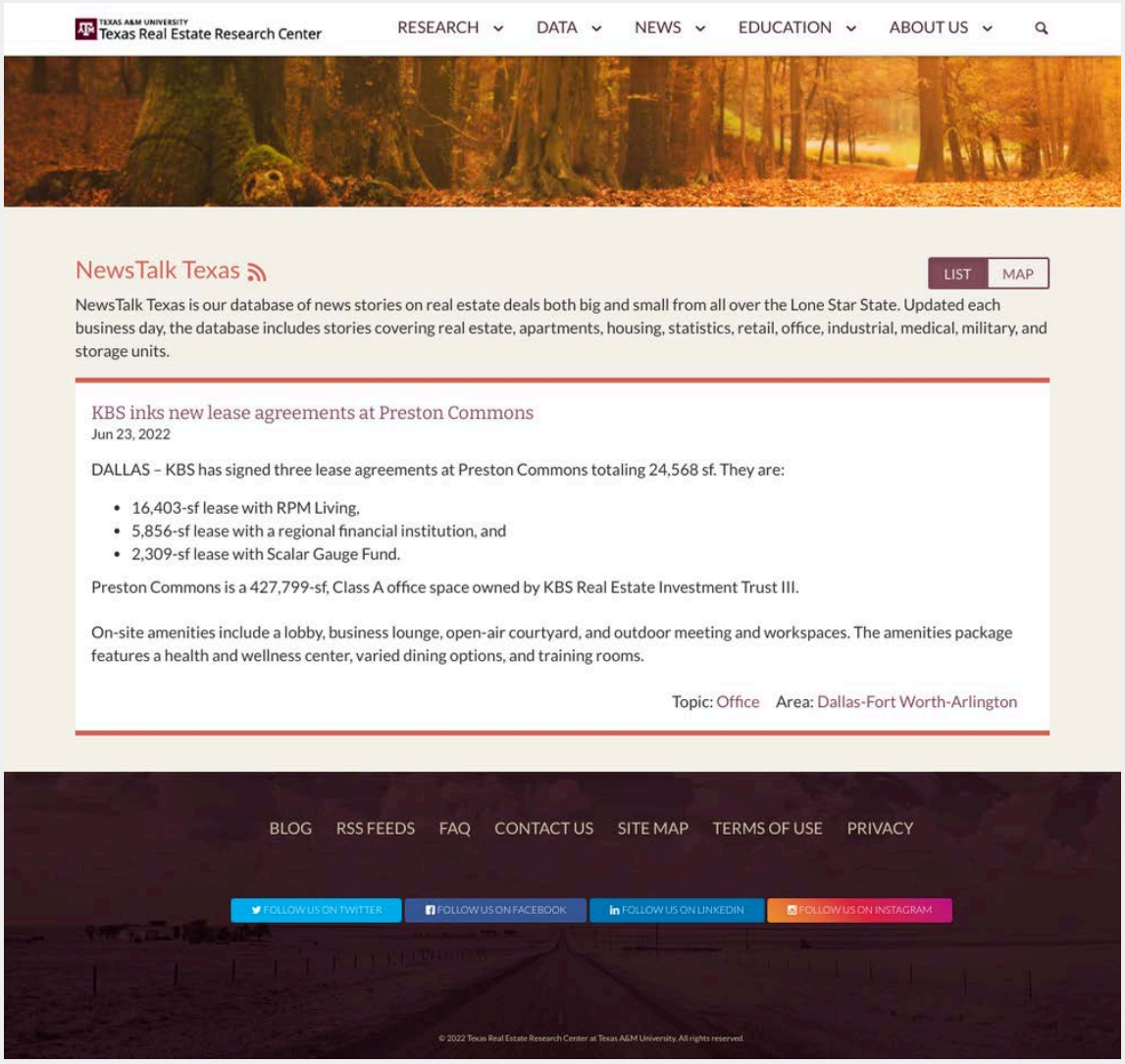
newsbreak.com/news/2646773969186/a...

Monthly Visits **62.1K**

Monthly Visits

NewsTalk Texas Real Estate Center

Real Estate Center at Texas A&M University, helping Texans make better real estate decisions.



June 23, 2022 ONLINE

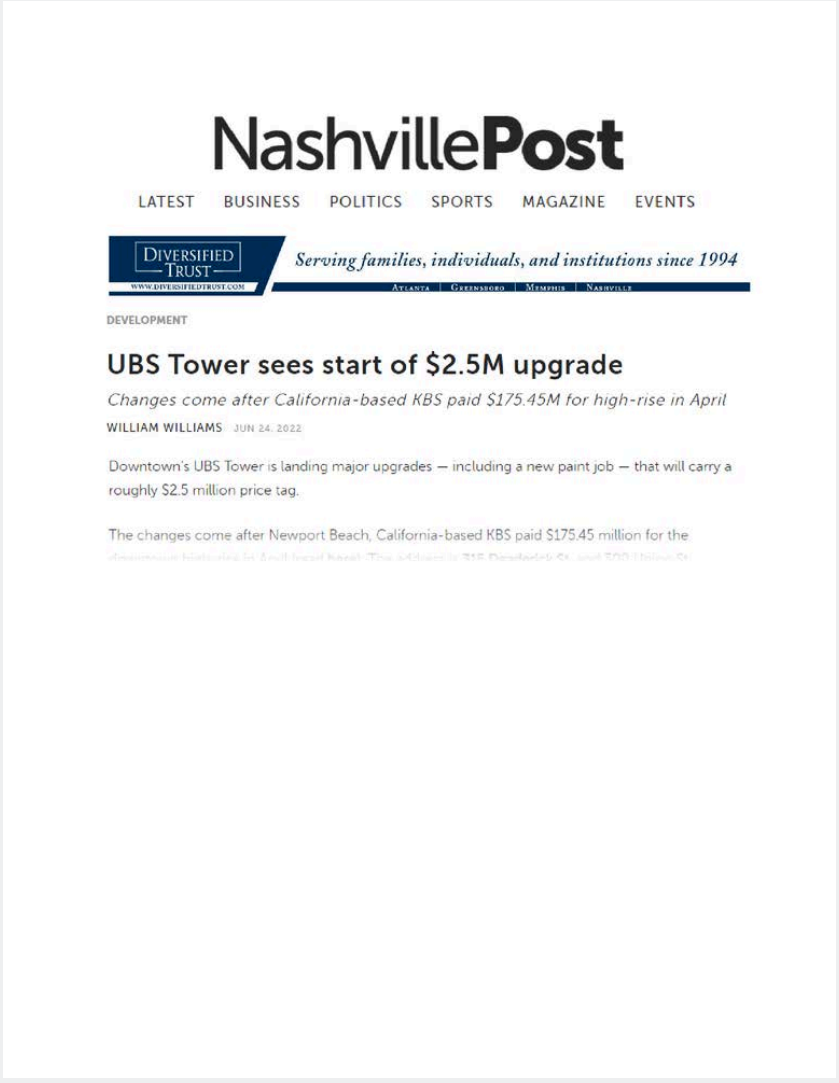
NewsTalk Texas Real Estate Center (56-01592)

recenter.tamu.edu/news/newstalk-texas/?...

Monthly Visits **1.44M**

Monthly Visits

Nashville Post



NashvillePost

LATEST BUSINESS POLITICS SPORTS MAGAZINE EVENTS

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DEVELOPMENT

UBS Tower sees start of $2.5M upgrade

Changes come after California-based KBS paid $175.45M for high-rise in April

WILLIAM WILLIAMS · JUN 24, 2022

Downtown's UBS Tower is landing major upgrades — including a new paint job — that will carry a roughly $2.5 million price tag.

The changes come after Newport Beach, California-based KBS paid $175.45 million for the

June 24, 2022 ONLINE

Nashville Post (56-000)

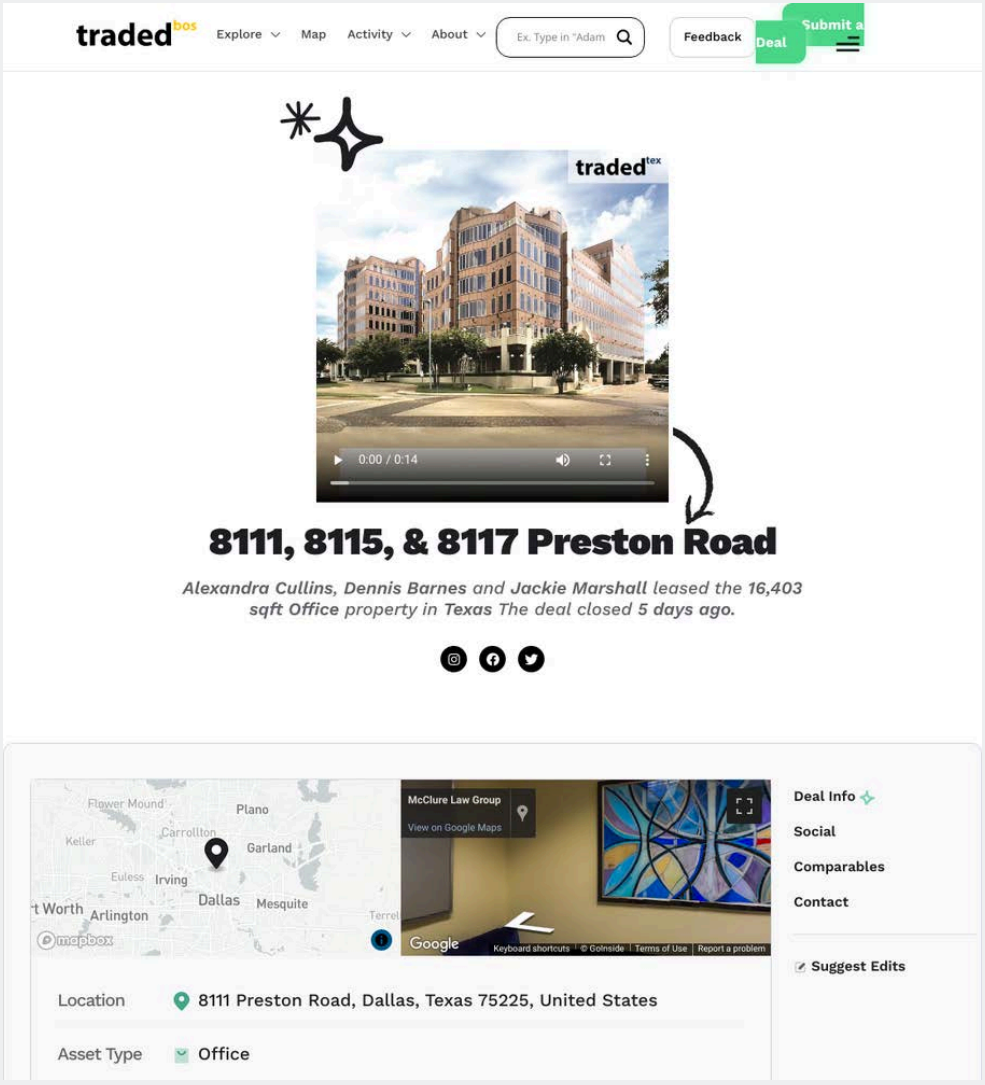
nashvillepost.com/business/development...

Monthly Visits **89.8K**

Monthly Visits

Traded

Explore recent commercial real estate transactions, learn more about the the players involved, and network along the way!



June 27, 2022 ONLINE

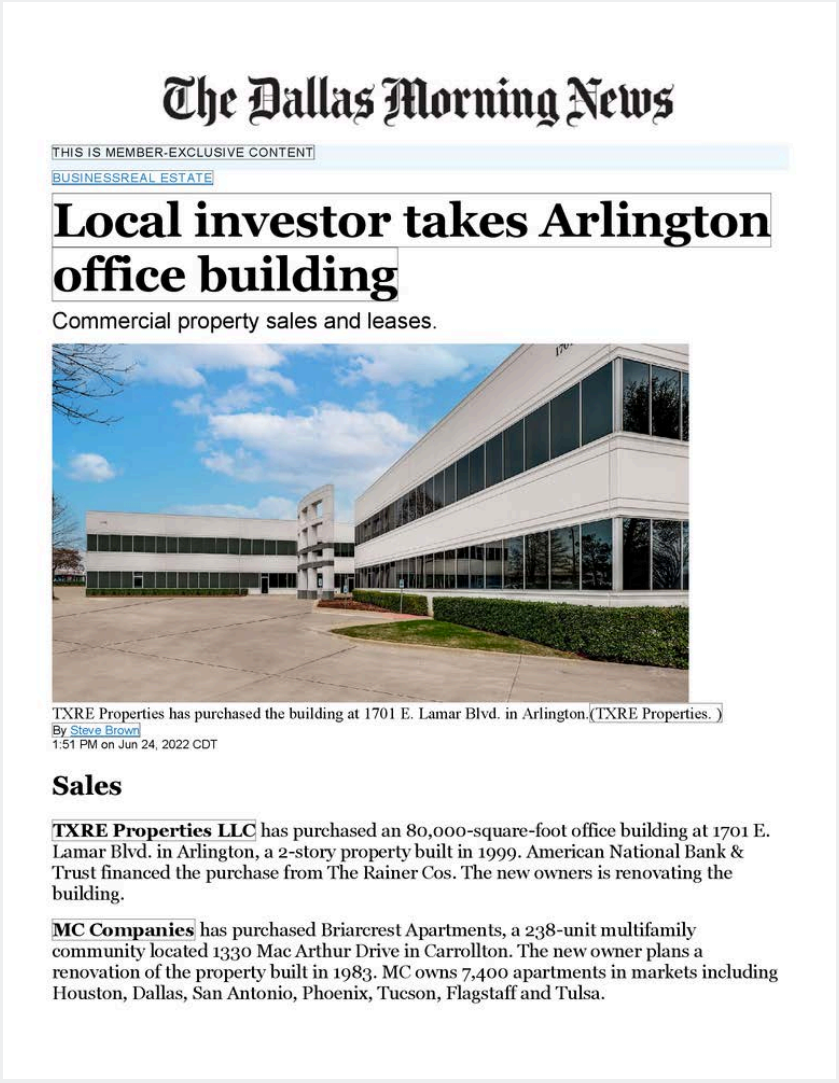
Traded (56-000)

traded.co/property/texas/leased/8111-8115...

Monthly Visits **20.3K**

Monthly Visits

The Dallas Morning News



The Dallas Morning News

THIS IS MEMBER-EXCLUSIVE CONTENT

BUSINESSREAL ESTATE

Local investor takes Arlington office building

Commercial property sales and leases.

TXRE Properties has purchased the building at 1701 E. Lamar Blvd. in Arlington.(TXRE Properties.)

By Steve Brown
1:51 PM on Jun 24, 2022 CDT

Sales

TXRE Properties LLC has purchased an 80,000-square-foot office building at 1701 E. Lamar Blvd. in Arlington, a 2-story property built in 1999. American National Bank & Trust financed the purchase from The Rainer Cos. The new owners is renovating the building.

MC Companies has purchased Briarcrest Apartments, a 238-unit multifamily community located 1330 Mac Arthur Drive in Carrollton. The new owner plans a renovation of the property built in 1983. MC owns 7,400 apartments in markets including Houston, Dallas, San Antonio, Phoenix, Tucson, Flagstaff and Tulsa.

June 24, 2022 ONLINE

The Dallas Morning News (56-01592)

dallasnews.com/business/real-estate/202...

Monthly Visits **485K**

Monthly Visits

Westmount Realty Capital has sold the Highland Bluffs apartments, a 357-unit rental community at 1615 John West Road in Dallas. Constructed in 1984, the property has 28 three-story buildings. An investor purchased the property which Westmount had owned for eight years. Al Silva of Marcus & Millichap brokered the sale.

Dana English Revocable Trust has sold a 17,500-square-foot distribution center at 6787 Oakbrook Blvd. in Dallas, to Bryan Garvey. Susan Singer of Bradford Commercial Real Estate Services brokered the sale with Matt Middendorf of Middendorf Commercial Real Estate LLC.

Denton Village shopping center at 4930 Teasley Lane in Denton has been purchased by Inland Real Estate Income Trust. Jones Lang LaSalle's Bill Moylan, Chris Angelone, Barry Brown, James Galbally, Jim Hamilton, Geoff Tranchina and Amy Sands handled the sale.

Leases

Construction Specialties Platform Holdings has singed a 153,150 square foot industrial lease at 2340 Imterstate-35W Service Road in Denton. ML Realty Partners owns the building.

Pegasus Industries will occupy 96,341 square feet of industrial space at McKinney Trade Center at 330 Wilmeth Road in McKinney. ML Realty Partners owns the building.

Endeavor Managed Services made a 55,523 square foot lease at McKinney Trade Center at 310 Wilmeth Road in McKinney. ML Realty Partners owns the building.

50 Floors LLC has leased 26,881 square feet of industrial space in Parc 20 Building 1at 4851 S. Collins St. in Arlington. Jason Finch and Joe Santaularia of Bradford Commercial Real Estate Services negotiated the lease with Luke Davis and Charles Brewer of Stream Realty.

Grand Fusion Housewares signed a 31,835 square foot lease at Crosby Trade Center at 1215 W. Crosby Road in Carrollton. ML Realty Partners owns the building.

RPM Living leased a 16,403 square-foot office in Preston Commons at 8111-17 Preston Road in North Dallas. Alexandra Cullins, Dennis Barnes, and Jackie Marshall of CBRE Group negotiated the lease.

National Floor Coverings leased 14,750 square feet of industrial space at 400 N Great Southwest Pkwy in Arlington. Reed A. Parker, Mark Graybill and Adam Graham of Lee & Associates negotiated the lease.

KW International has signed a 12,516 square-foot office lease at Central Five Hundred at 500 N Central Expy in Plano. Mason Pritcher and Jack Beare with Holt Lunsford Commercial negotiated the lease with Reid Wilbraham and Noreen Weathers with CBRE Group.

Kilgore Law Firm has signed a 10,516 square-foot office lease at 3141 Hood Street in Dallas. Mason Pritcher with Holt Lunsford Commercial negotiated the lease with Lance McIlhenny and Matt Craft with Lincoln Property Co.

Pei Wei Asian Diner LLC has made a 10,693 square foot office lease at 1707 Marketplace Drive in Irving. The restaurant chain is downsizing and relocating its Las Colinas office. Harrison Burt with Jones Lang LaSalle negotiated the lease with Allison Fannin representing building owner by Hartman Income REIT Management.

Action Behavior Centers has leased 8,500 square feet at the Shoppes at Virginia at the southwest corner of Virginia Pkwy and Hardin Blvd in McKinney.. Brian Sladek and Chris Flesner of Resolut Real Estate negotiated the lease with Elena Bakina of Colliers International.

North American Venture Capital has signed a 3,906 square-foot lease at Woodcreek Plaza in Richardson. Jack Beare with Holt Lunsford Commercial negotiated the lease.

Ginn Corp has signed a 3,572 square-foot office lease at CityView Corporate Center in Plano. Mason Pritcher and Jack Beare with Holt Lunsford Commercial negotiated the lease.

Grimaldi's Pizzeria has leased retail space for a 3,586-square-foot restaurant located at Valor at The Realm in the Castle Hills development at 4440 State Highway 121 in Lewisville. The new restaurant will overlook Crescent Park. Walt Davis and Hunter Brous of Lincoln Property negotiated the lease with Jerry Bertholdi of JB&A Real Estate.

ACS IIII-TX LLC has leased 3,584 square feet of industrial space in GSW Distribution Center 40 at 805W. Carrier Parkway in Grand Prairie. Jason Finch and Michael W. Spain of Bradford Commercial Real Estate Services negotiated the lease with Brian Gilchrist of CBRE Group.

Plaza Motor Sports Inc. has leased 2,552 square feet of industrial space at 3315-3317 Enterprise Dr. in Rowlett from Lucero Properties LP. Noah Dodge of Bradford Commercial Real Estate Services negotiated the lease with. Dan Robertson of Coldwell Banker APEX Realtors.

Scaler Gauge Fund leased a 2,309 square-foot office in Preston Commons at 8111-17 Preston Road in North Dallas. Alexandra Cullins, Dennis Barnes, and Jackie Marshall of CBRE Group negotiated the lease.

Air Aviation LLC has leased 2,130 square feet of office space in the Office Campus at Allen at 1101 Central Expressway in Allen. Jared Laake of Bradford Commercial Real Estate Services negotiated the lease with Lanna Burns of Stacey Feltman Real Estate Group.

North Texas Premier Plumbing LLC has leased 1,500 square feet of industrial space in Forum Business Park at 4687 Johnson Lane in Argyle. Brandon Alexander and Jason Finch of Bradford Commercial Real Estate Services negotiated the lease.

Scaler Gauge Fund leased a 2,309 square-foot office in Preston Commons at 8111-17 Preston Road in North Dallas. Alexandra Cullins, Dennis Barnes, and Jackie Marshall of CBRE Group negotiated the lease.

Ami African Braids has leased 1,250 squre feet of retail space at Buckner Commons at 9208 E R L Thornton Fwy in Dallas. Colin Cannon and Brian Sladek of Resolut Real Estate neogiated the lease with Azlee Baker of Pat Mays.

Real estate editor Steve Brown compiles this list.

Related: Downtown Dallas skyscraper will get makeover for apartments and offices

Steve Brown, Real Estate Editor. Steve covers commercial and residential real estate in Dallas-Fort Worth.

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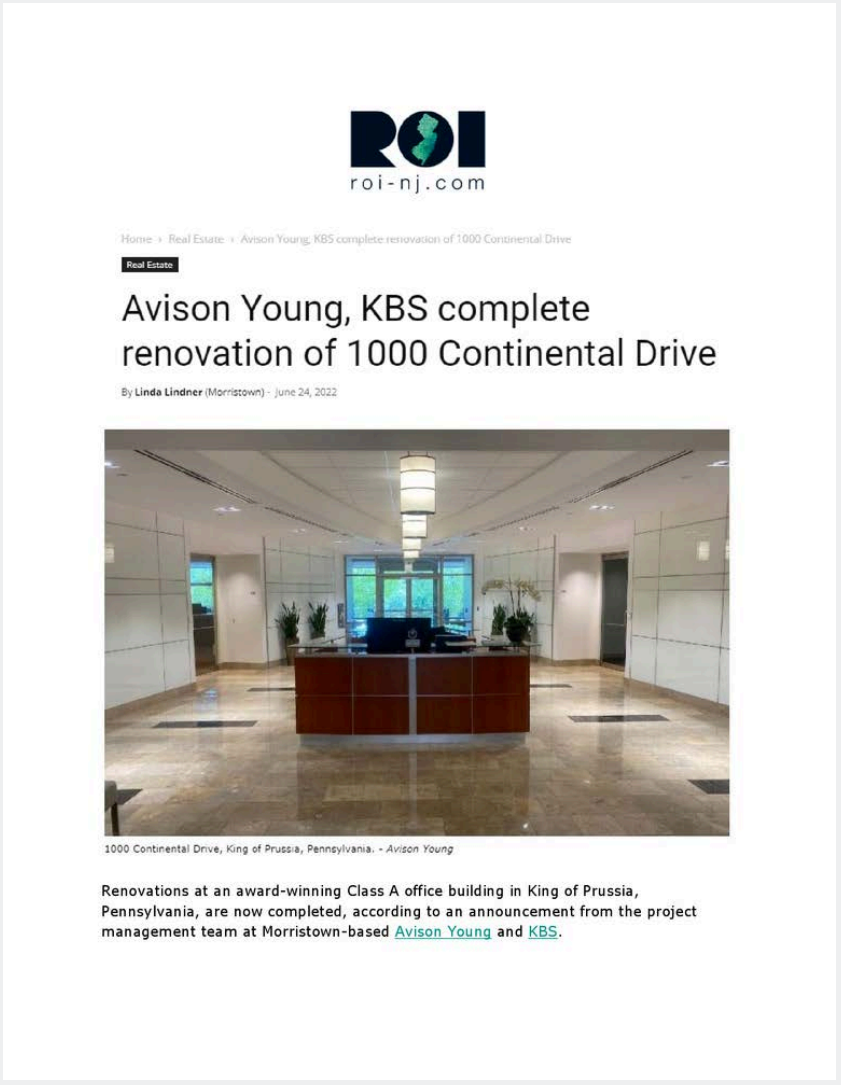
ROI-NJ

ROI-NJ is a business media company and the authoritative source for news and connections impacting New Jersey's economic movers and shakers.



roi-nj.com

Home › Real Estate › Avison Young, KBS complete renovation of 1000 Continental Drive

Real Estate

Avison Young, KBS complete renovation of 1000 Continental Drive

By **Linda Lindner** (Morristown) - June 24, 2022

1000 Continental Drive, King of Prussia, Pennsylvania. - *Avison Young*

Renovations at an award-winning Class A office building in King of Prussia, Pennsylvania, are now completed, according to an announcement from the project management team at Morristown-based Avison Young and KBS.

June 24, 2022 ONLINE

ROI-NJ (56-000)

roi-nj.com/2022/06/24/real_estate/aviso...

Monthly Visits **19.4K**

Monthly Visits

The property, located at 1000 Continental Drive, is part of KBS' client portfolio. Constructed in 2007, the 205,424-square-foot asset sits at the intersection of the Pennsylvania Turnpike and Interstate 76 in King of Prussia.

It was built with LEED Silver Certification and Wired Certified Gold by WiredScore, is also UL Healthy Building Verified for Indoor Air and Energy Star certified. Tenant amenities include a gourmet café, conference center, fitness center, tenant lounge and a private commuter shuttle to and from the Strafford Train Station. All common areas have been outfitted with Wi-Fi and television monitors, which are located throughout the first- and second-floor lobbies.

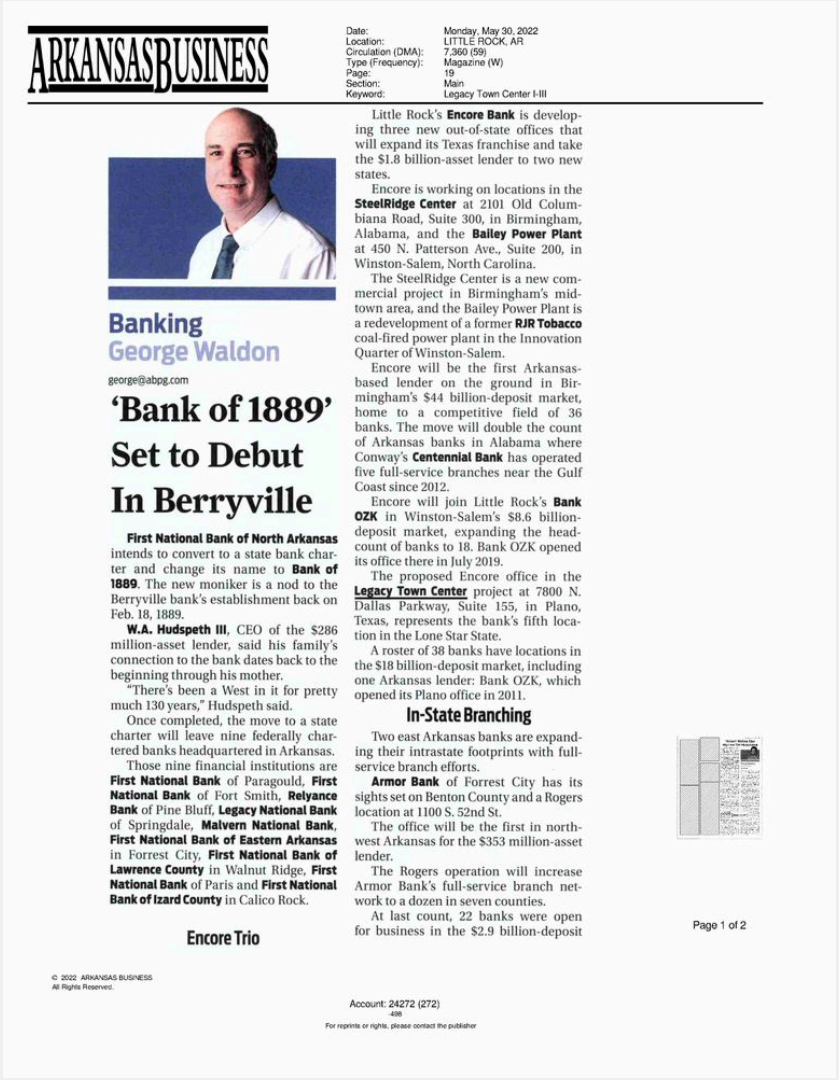
The major renovations at 1000 Continental include a conferencing center with casual gathering spaces to accommodate anything from smaller board meetings up to larger training requirements. In addition, all of the common areas received a refresh to modernize the public views, including the elevators, lobbies and common corridors. KBS plans to implement further improvements to 1000 Continental as part of a strategic multiyear improvement plan.

"As a company with 30-plus years of experience owning and operating top-tier office properties, KBS understands the advantages that a refreshed office environment can provide as it welcomes tenants back to the workplace," Tracey Kasper, principal of project management for Avison Young, stated. "Avison Young was pleased to deliver for KBS the first round of renovations at 1000 Continental to help maintain the building's status as a market-leading address."

KBS said it is witnessing a major flight to quality as office employees return to working in person and saw it as the opportune time to invest in renovations.

The projects were led by Avison Young's senior project manager, Alan Zambarano, with local support from John Colvin, project manager. Zambarano has been leading capital improvement and tenant projects for Avison Young and has a longstanding relationship with the KBS team.

Arkansas Business



ARKANSAS BUSINESS

Date: Monday, May 30, 2022
Location: LITTLE ROCK, AR
Circulation (DMA): 7,360 (59)
Type (Frequency): Magazine (W)
Page: 19
Section: Main
Keyword: Legacy Town Center I-III

Banking
George Waldon
george@abpg.com

'Bank of 1889' Set to Debut In Berryville

First National Bank of North Arkansas intends to convert to a state bank charter and change its name to **Bank of 1889**. The new moniker is a nod to the Berryville bank's establishment back on Feb. 18, 1889.

W.A. Hudspeth III, CEO of the $286 million-asset lender, said his family's connection to the bank dates back to the beginning through his mother.

"There's been a West in it for pretty much 130 years," Hudspeth said.

Once completed, the move to a state charter will leave nine federally chartered banks headquartered in Arkansas.

Those nine financial institutions are **First National Bank** of Paragould, **First National Bank** of Fort Smith, **Relyance Bank** of Pine Bluff, **Legacy National Bank** of Springdale, **Malvern National Bank**, **First National Bank of Eastern Arkansas** in Forrest City, **First National Bank of Lawrence County** in Walnut Ridge, **First National Bank** of Paris and **First National Bank of Izard County** in Calico Rock.

Encore Trio

Little Rock's **Encore Bank** is developing three new out-of-state offices that will expand its Texas franchise and take the $1.8 billion-asset lender to two new states.

Encore is working on locations in the **SteelRidge Center** at 2101 Old Columbiana Road, Suite 300, in Birmingham, Alabama, and the **Bailey Power Plant** at 450 N. Patterson Ave., Suite 200, in Winston-Salem, North Carolina.

The SteelRidge Center is a new commercial project in Birmingham's midtown area, and the Bailey Power Plant is a redevelopment of a former **RJR Tobacco** coal-fired power plant in the Innovation Quarter of Winston-Salem.

Encore will be the first Arkansas-based lender on the ground in Birmingham's $44 billion-deposit market, home to a competitive field of 36 banks. The move will double the count of Arkansas banks in Alabama where Conway's **Centennial Bank** has operated five full-service branches near the Gulf Coast since 2012.

Encore will join Little Rock's **Bank OZK** in Winston-Salem's $8.6 billion-deposit market, expanding the headcount of banks to 18. Bank OZK opened its office there in July 2019.

The proposed Encore office in the **Legacy Town Center** project at 7800 N. Dallas Parkway, Suite 155, in Plano, Texas, represents the bank's fifth location in the Lone Star State.

A roster of 38 banks have locations in the $18 billion-deposit market, including one Arkansas lender: Bank OZK, which opened its Plano office in 2011.

In-State Branching

Two east Arkansas banks are expanding their intrastate footprints with full-service branch efforts.

Armor Bank of Forrest City has its sights set on Benton County and a Rogers location at 1100 S. 52nd St.

The office will be the first in northwest Arkansas for the $353 million-asset lender.

The Rogers operation will increase Armor Bank's full-service branch network to a dozen in seven counties.

At last count, 22 banks were open for business in the $2.9 billion-deposit

Page 1 of 2

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Account: 24272 (272)
498

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May 30, 2022 PRINT

Arkansas Business (56-000)

Monthly Visits **7.36K**

Monthly Visits

ARKANSAS BUSINESS

Date: Monday, May 30, 2022
Location: LITTLE ROCK, AR
Circulation (DMA): 7,360 (59)
Type (Frequency): Magazine (W)
Page: 19
Section: Main
Keyword: Legacy Town Center I-III

market.

Partners Bank of Helena-West Helena is converting the Conway loan production office it opened in January 2021 into a full-service branch.

The $361 million-asset lender's location at 1055 Steel Ave., Suite 110, near **Hendrix College** will boost its branch network to eight.

Partners will be bank No. 16 to operate a full-service branch in Conway's $2.3 billion-deposit market. ■

First National Bank of North Arkansas, Berryville

Total Assets: $286.8 million
Net Income: $818,000
Dividends: $0
Staff: 92
10 full-service locations: Two in Berryville and Harrison and one in Elkins, Eureka Springs, Green Forest, Huntsville, Marshall and Yellville
(As of March. 31, 2022)

	Total Assets	Net Income	Dividends	Efficiency Ratio
2012	$175,517	$1,364	$1,302	76.48%
2013	$175,394	$1,126	$1,260	84.71%
2014	$189,152	$1,816	$1,147	78.87%
2015	$191,399	$2,186	$1,290	78.35%
2016	$189,580	$2,016	$1,941	79.38%
2017	$188,186	$2,679	$1,721	74.59%
2018	$203,791	$2,894	$2,288	73.75%
2019	$202,865	$2,780	$1,995	75.23%
2020	$247,882	$2,409	$2,337	77.58%
2021	$280,283	$2,775	0	75.99%

Source: Federal Deposit Insurance Corp. All dollars in thousands except where noted.

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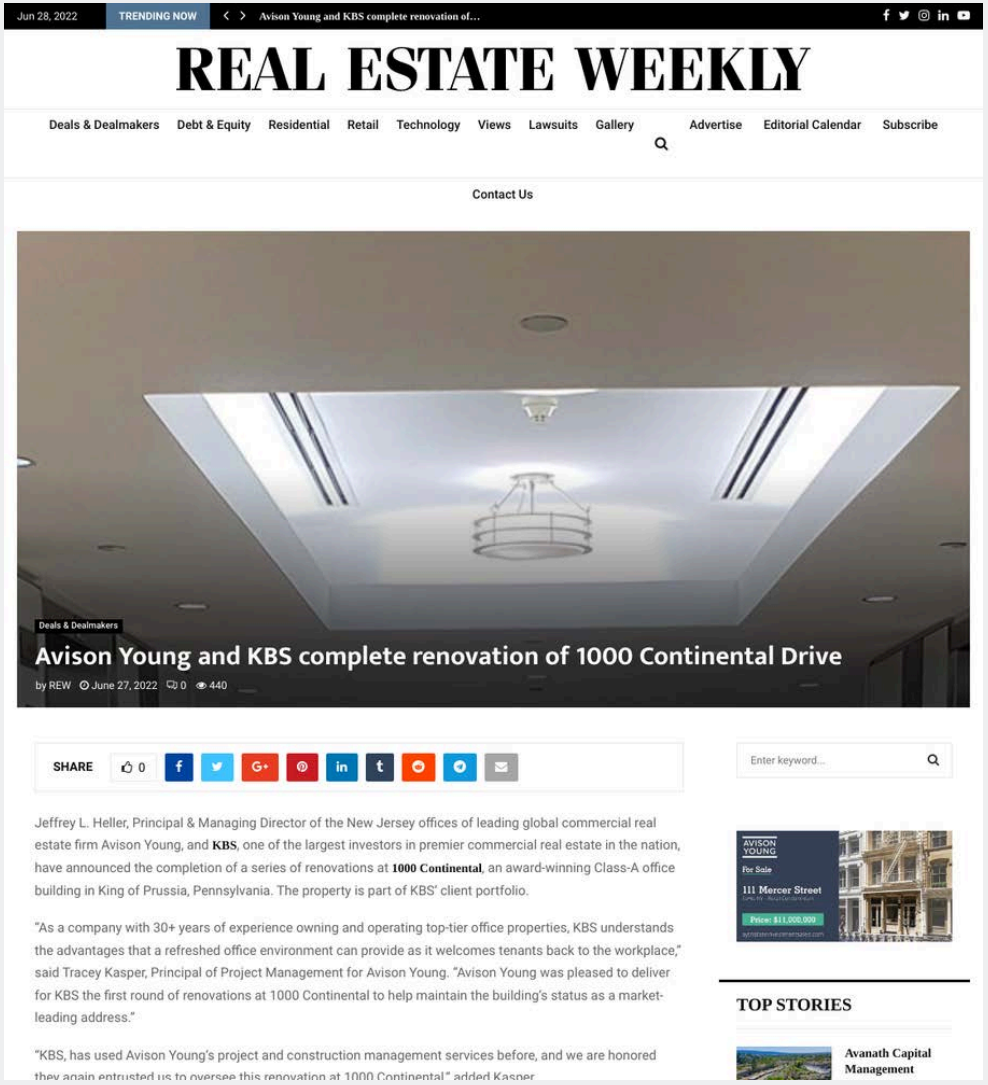
Real Estate Weekly



June 28, 2022 ONLINE

Real Estate Weekly (56-000)

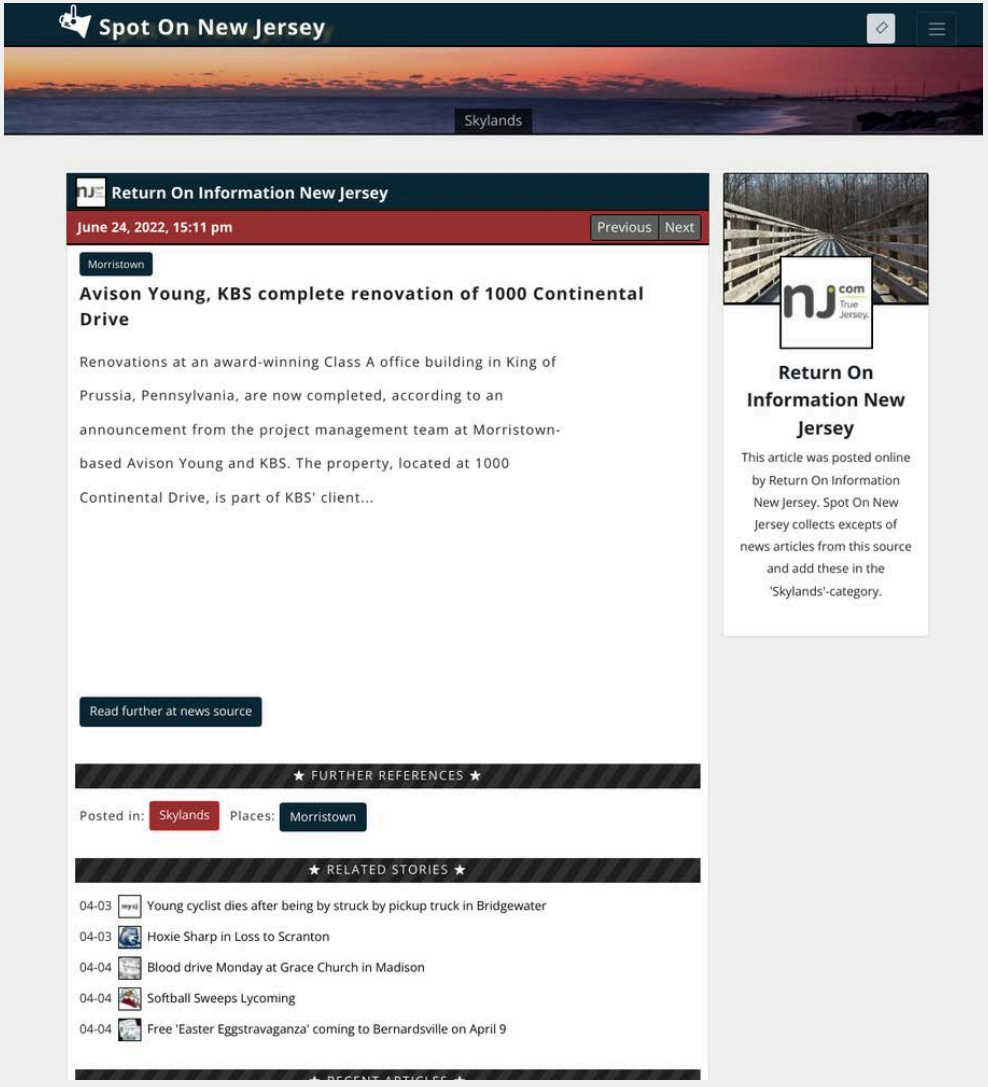
rew-online.com/avison-young-and-kbs-co...

Monthly Visits **916**

Monthly Visits

Spot On New Jersey

On Spot On New Jersey you'll find hundreds of relevant news sources that are connected to New Jersey. Never miss a relevant article in your state again.



June 24, 2022 ONLINE

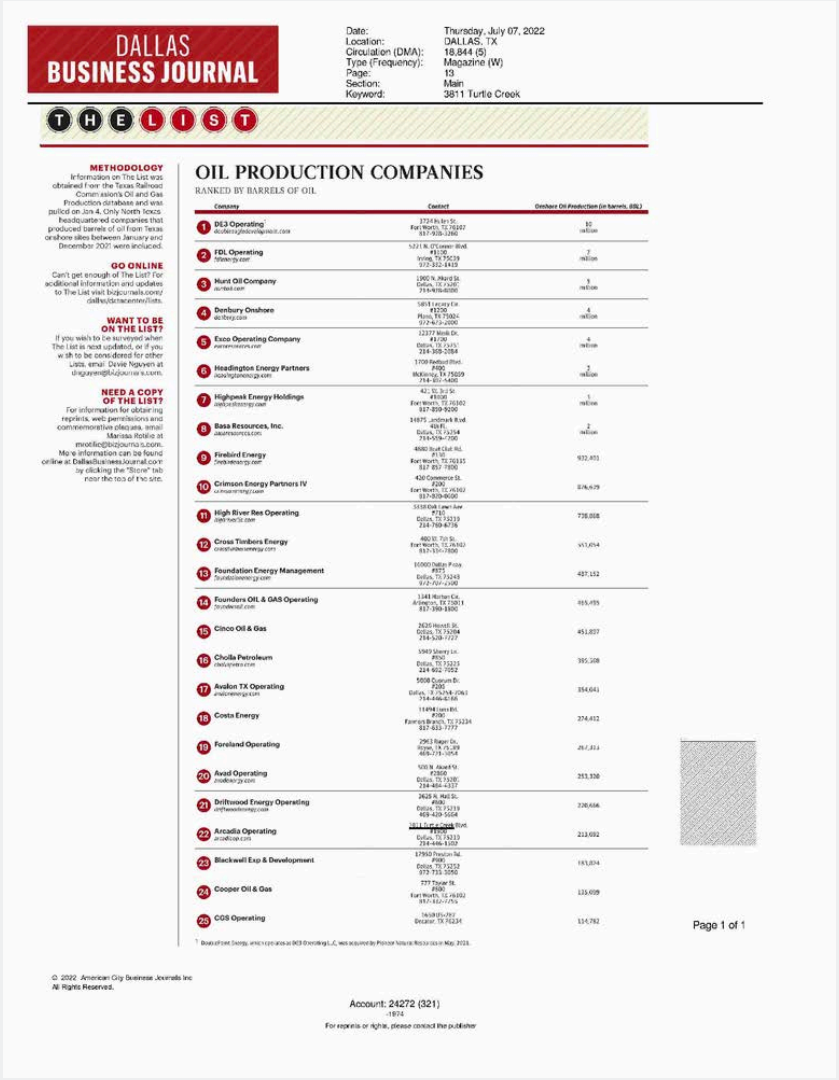
Spot On New Jersey (56-000)

spotonnewjersey.com/skylands/1002887/...

Monthly Visits **33.9K**

Monthly Visits

Dallas Business Journal



DALLAS BUSINESS JOURNAL

Date: Thursday, July 07, 2022
Location: DALLAS, TX
Circulation (DMA): 18,844 (5)
Type (Frequency): Magazine (W)
Page: 13
Section: Main
Keyword: 3811 Turtle Creek

THE LIST

METHODOLOGY
Information on The List was obtained from the Texas Railroad Commission's Oil and Gas Production database and was pulled on Jan. 4. Only North Texas headquartered companies that produced barrels of oil from Texas onshore sites between January and December 2021 were included.

GO ONLINE
Can't get enough of The List? For additional information and updates to The List visit bizjournals.com/dallas/datacenter/lists.

WANT TO BE ON THE LIST?
If you wish to be surveyed when The List is next updated, or if you wish to be considered for other Lists, email Dovie Nguyen at dnguyen@bizjournals.com.

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OIL PRODUCTION COMPANIES

RANKED BY BARRELS OF OIL

	Company	Contact	Onshore Oil Production (in barrels, BBL)
1	DE3 Operating[1]	3724 Hulen St. Fort Worth, TX 76107 817-938-3286	10 million
2	FDL Operating	5231 N. O'Connor Blvd. Suite 100 Irving, TX 75039 972-332-1413	7 million
3	Hunt Oil Company	1900 N. Akard St. Dallas, TX 75201 214-978-8000	5 million
4	Denbury Onshore	5851 Legacy Cir. #6200 Plano, TX 75024 972-673-2000	4 million
5	Exco Operating Company	12377 Merit Dr. #1780 Dallas, TX 75251 214-368-2084	4 million
6	Headington Energy Partners	1700 Redbud Blvd. #300 McKinney, TX 75069 214-871-4400	3 million
7	Highpeak Energy Holdings	421 W. 3rd St. #1000 Fort Worth, TX 76102 817-850-9200	1 million
8	Basa Resources, Inc.	14875 Landmark Blvd. #1675 Dallas, TX 75254 214-509-7700	2 million
9	Firebird Energy	4680 Bush Clut Rd. #130 Fort Worth, TX 76179 817-857-7800	932,451
10	Crimson Energy Partners IV	420 Commerce St. #200 Fort Worth, TX 76102 817-870-8600	876,679
11	High River Res Operating	5310 Oak Lawn Ave #710 Dallas, TX 75219 214-769-8736	738,008
12	Cross Timbers Energy	400 W. 7th St. Fort Worth, TX 76102 817-570-7800	511,654
13	Foundation Energy Management	10000 Dallas Pkwy #825 Dallas, TX 75248 972-707-2300	487,152
14	Founders OIL & GAS Operating	1348 Horton Cir. Arlington, TX 76011 817-399-1600	465,495
15	Cinco Oil & Gas	2626 Howell St. Dallas, TX 75204 214-528-7727	451,837
16	Cholla Petroleum	5949 Sherry Ln. #1400 Dallas, TX 75225 214-602-7052	395,508
17	Avalon TX Operating	5008 Cyprus Dr. #200 Dallas, TX 75206-3063 214-446-8788	354,641
18	Costa Energy	11490 Luna Rd. #190 Farmers Branch, TX 75234 817-633-7777	274,412
19	Foreland Operating	2961 Roger Dr. Bryan, TX 77802 469-775-1054	267,811
20	Axad Operating	500 N. Akard St. #2850 Dallas, TX 75201 214-404-4337	253,336
21	Driftwood Energy Operating	2626 N. Hall St. #680 Dallas, TX 75219 469-429-5604	226,666
22	Arcadia Operating	9811 Lake Creek Blvd. #1000 Dallas, TX 75218 214-446-1107	213,692
23	Blackwell Exp & Development	17950 Preston Rd. #580 Dallas, TX 75252 972-733-3090	183,874
24	Cooper Oil & Gas	777 Taylor St. #580 Fort Worth, TX 76102 817-632-1765	133,659
25	COS Operating	16803 Dallas Pkwy Dallas, TX 75248	114,782

[1] Board of Fort Energy, which operates as DE3 Operating, LP, was acquired by Pioneer Natural Resources in May 2021.

Page 1 of 1

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Account: 24272 (321)
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July 07, 2022 PRINT

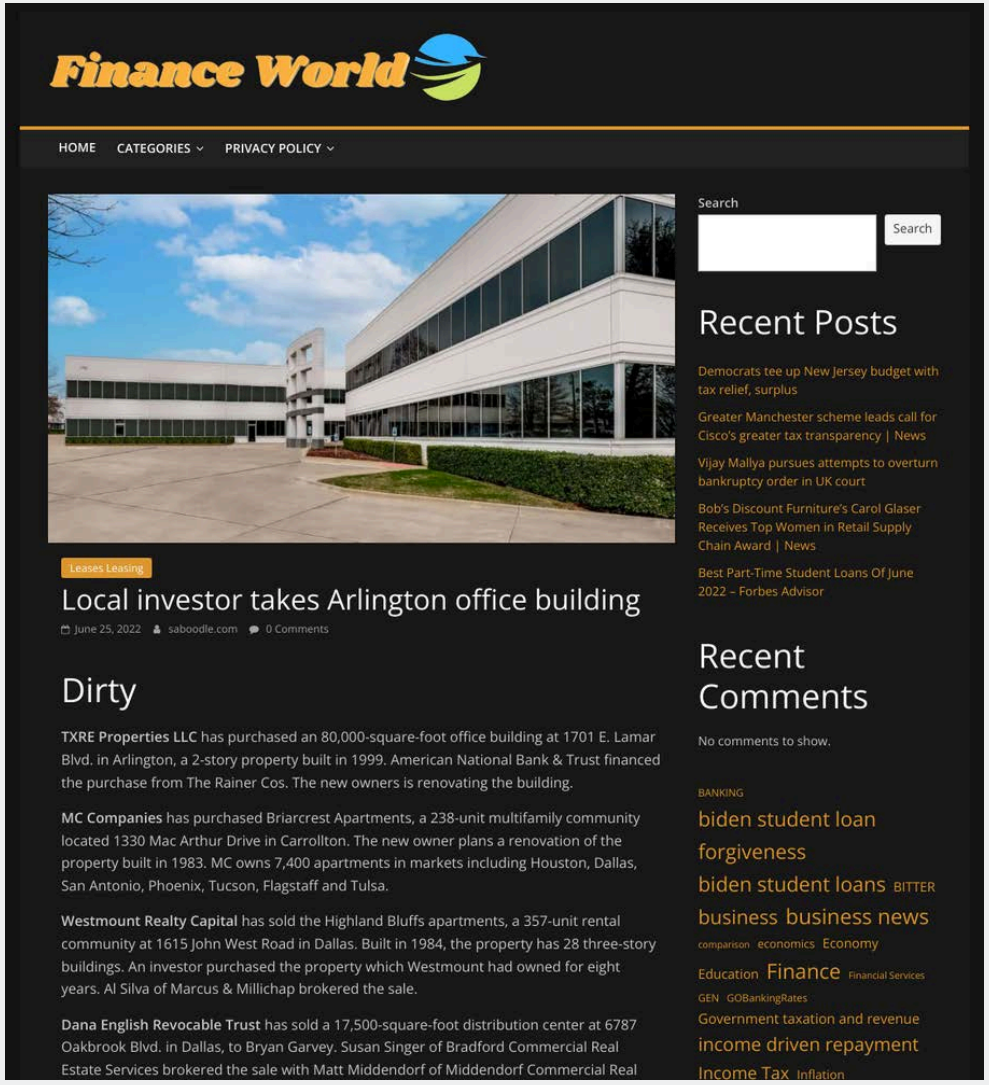
Dallas Business Journal (56-000)

Monthly Visits **18.8K**

Monthly Visits

Finance World

Finance site



June 25, 2022 ONLINE

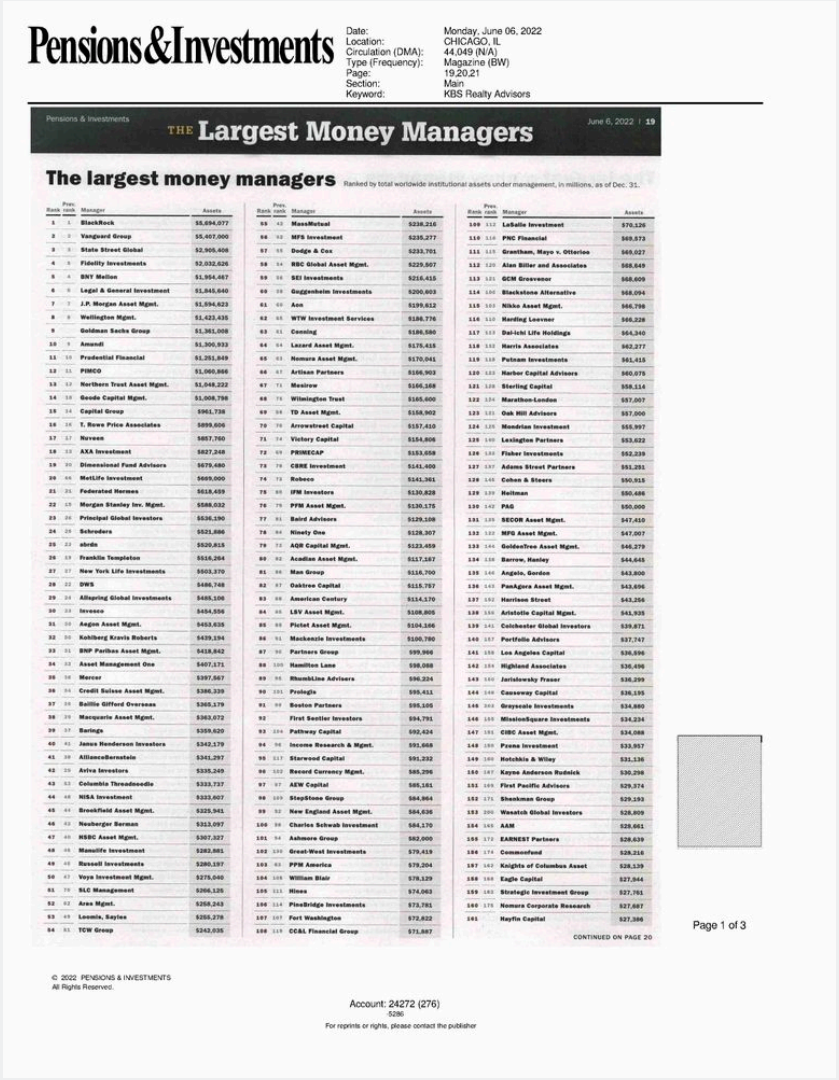
Finance World (56-01592)

saboodle.com/index.php/2022/06/25/loc...

Monthly Visits **7.83K**

Monthly Visits

Pensions & Investments



Pensions & Investments

Date: Monday, June 06, 2022
Location: CHICAGO, IL
Circulation (DMA): 44,049 (N/A)
Type (Frequency): Magazine (BW)
Page: 19,20,21
Section: Main
Keyword: KBS Realty Advisors

Pensions & Investments — THE Largest Money Managers — June 6, 2022 | 19

The largest money managers

Ranked by total worldwide institutional assets under management, in millions, as of Dec. 31.

Rank	Prev. rank	Manager	Assets
1	1	BlackRock	$5,694,077
2	2	Vanguard Group	$5,407,000
3	3	State Street Global	$2,905,406
4	5	Fidelity Investments	$2,032,626
5	4	BNY Mellon	$1,954,467
6	6	Legal & General Investment	$1,845,640
7	7	J.P. Morgan Asset Mgmt.	$1,594,623
8	9	Wellington Mgmt.	$1,423,435
9		Goldman Sachs Group	$1,361,008
10	9	Amundi	$1,300,933
11	10	Prudential Financial	$1,251,849
12	11	PIMCO	$1,060,866
13	12	Northern Trust Asset Mgmt.	$1,048,222
14	13	Goode Capital Mgmt.	$1,008,786
15	14	Capital Group	$961,738
16	16	T. Rowe Price Associates	$899,606
17	17	Nuveen	$857,760
18	18	AXA Investment	$827,248
19	20	Dimensional Fund Advisors	$679,480
20	24	MetLife Investment	$669,000
21	21	Federated Hermes	$618,459
22	25	Morgan Stanley Inv. Mgmt.	$588,032
23	26	Principal Global Investors	$536,190
24	28	Schroders	$521,886
25	23	abrdn	$520,815
26	19	Franklin Templeton	$516,264
27	27	New York Life Investments	$503,370
28	22	DWS	$486,748
29	34	Allspring Global Investments	$485,106
30	33	Invesco	$454,556
31	30	Aegon Asset Mgmt.	$453,635
32	30	Kohlberg Kravis Roberts	$439,194
33	31	BNP Paribas Asset Mgmt.	$418,842
34	37	Asset Management One	$407,171
35	36	Mercer	$397,567
36	34	Credit Suisse Asset Mgmt.	$386,339
37	38	Baillie Gifford Overseas	$365,179
38	39	Macquarie Asset Mgmt.	$363,072
39	37	Barings	$359,620
40	41	Janus Henderson Investors	$342,179
41	39	AllianceBernstein	$341,297
42	35	Aviva Investors	$335,249
43	43	Columbia Threadneedle	$333,737
44	46	NISA Investment	$333,607
45	44	Brookfield Asset Mgmt.	$325,941
46	42	Neuberger Berman	$313,097
47	48	NSBC Asset Mgmt.	$307,327
48	45	Manulife Investment	$282,981
49	49	Russell Investments	$280,197
50	47	Voya Investment Mgmt.	$275,040
51	50	SLC Management	$266,125
52	52	Aras Mgmt.	$258,243
53	53	Loomis, Sayles	$255,278
54	55	TCW Group	$242,035
55	42	MassMutual	$238,216
56	62	MFS Investment	$235,277
57	58	Dodge & Cox	$233,701
58	54	RBC Global Asset Mgmt.	$229,507
59	56	SEI Investments	$216,415
60	59	Guggenheim Investments	$200,603
61	60	Aon	$199,612
62	65	WTW Investment Services	$186,776
63	61	Conning	$186,580
64	64	Lazard Asset Mgmt.	$175,415
65	63	Nomura Asset Mgmt.	$170,041
66	67	Artisan Partners	$166,903
67	71	Mesirow	$166,168
68	76	Wilmington Trust	$165,600
69	84	TD Asset Mgmt.	$158,902
70	70	Arrowstreet Capital	$157,410
71	74	Victory Capital	$154,806
72	69	PRIMECAP	$153,658
73	78	CBRE Investment	$141,400
74	73	Robeco	$141,361
75	86	IFM Investors	$130,828
76	75	PFM Asset Mgmt.	$130,175
77	81	Baird Advisors	$129,108
78	94	Ninety One	$128,307
79	72	AQR Capital Mgmt.	$123,459
80	92	Acadian Asset Mgmt.	$117,187
81	88	Man Group	$116,700
82	87	Oaktree Capital	$115,757
83	98	American Century	$114,170
84	96	LSV Asset Mgmt.	$108,805
85	98	Pictet Asset Mgmt.	$104,106
86	91	Mackenzie Investments	$100,780
87	90	Partners Group	$99,966
88	100	Hamilton Lane	$98,088
89	95	RhumbLine Advisers	$96,324
90	101	Protegis	$95,411
91	99	Boston Partners	$95,105
92		First Sentier Investors	$94,791
93	104	Pathway Capital	$92,424
94	96	Income Research & Mgmt.	$91,068
95	117	Starwood Capital	$91,232
96	102	Record Currency Mgmt.	$85,296
97	97	AEW Capital	$85,181
98	103	StepStone Group	$84,964
99	92	New England Asset Mgmt.	$84,636
100	98	Charles Schwab Investment	$84,170
101	94	Ashmore Group	$82,000
102	130	Great-West Investments	$79,419
103	83	PPM America	$79,204
104	105	William Blair	$78,129
105	111	Hines	$74,063
106	114	PineBridge Investments	$73,781
107	107	Fort Washington	$72,822
108	119	CC&L Financial Group	$71,887
109	112	LaSalle Investment	$70,126
110	116	PNC Financial	$69,573
111	115	Grantham, Mayo v. Otterloo	$69,027
112	120	Alan Biller and Associates	$68,649
113	121	GCM Grosvenor	$68,609
114	106	Blackstone Alternative	$68,094
115	103	Nikko Asset Mgmt.	$66,798
116	110	Harding Loevner	$66,228
117	113	Dai-ichi Life Holdings	$64,340
118	132	Harris Associates	$62,277
119	118	Putnam Investments	$61,415
120	123	Harbor Capital Advisors	$60,075
121	128	Sterling Capital	$58,114
122	124	Marathon-London	$57,007
123	131	Oak Hill Advisors	$57,000
124	135	Mondrian Investment	$55,997
125	140	Lexington Partners	$53,622
126	133	Fisher Investments	$52,239
127	137	Adams Street Partners	$51,291
128	145	Cohen & Steers	$50,915
129	139	Heitman	$50,486
130	142	PAG	$50,000
131	135	SECOR Asset Mgmt.	$47,410
132	132	MFG Asset Mgmt.	$47,007
133	144	GoldenTree Asset Mgmt.	$46,279
134	138	Barrow, Hanley	$44,645
135	146	Angelo, Gordon	$43,800
136	143	PanAgora Asset Mgmt.	$43,696
137	152	Harrison Street	$43,256
138	155	Aristotle Capital Mgmt.	$41,935
139	141	Colchester Global Investors	$39,871
140	157	Portfolio Advisors	$37,747
141	159	Los Angeles Capital	$36,596
142	154	Highland Associates	$36,496
143	160	Jarislowsky Fraser	$36,299
144	149	Causeway Capital	$36,195
145	163	Grayscale Investments	$34,800
146	153	MissionSquare Investments	$34,234
147	161	CIBC Asset Mgmt.	$34,088
148	169	Pzena Investment	$33,957
149	166	Hotchkis & Wiley	$31,136
150	167	Keyne Anderson Rudnick	$30,298
151	165	First Pacific Advisors	$29,374
152	171	Shenkman Group	$29,193
153	200	Wasatch Global Investors	$28,809
154	165	AAM	$28,661
155	172	EARNEST Partners	$28,639
156	174	Commonfund	$28,216
157	162	Knights of Columbus Asset	$28,139
158	168	Eagle Capital	$27,944
159	182	Strategic Investment Group	$27,781
160	176	Nomura Corporate Research	$27,687
161		Hayfin Capital	$27,386

CONTINUED ON PAGE 20

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June 06, 2022 PRINT

Pensions & Investments (56-000)

Monthly Visits **44K**

Monthly Visits

Pensions & Investments

Date: Monday, June 06, 2022
Location: CHICAGO, IL
Circulation (DMA): 44,049 (N/A)
Type (Frequency): Magazine (BW)
Page: 19,20,21
Section: Main
Keyword: KBS Realty Advisors

The largest money managers

Ranked by total worldwide institutional assets under management, in millions, as of Dec. 31

Rank	Prev. rank	Manager	Assets
162	158	Stockbridge Capital Group	$27,349
163	170	Guardian Capital	$27,260
164	177	Bostel, Goodman	$26,736
165	154	DuPont Capital	$26,390
166	174	Calamos Advisors	$25,778
167	176	Scout Investments	$25,379
168	179	SpruceGrove Investment	$24,424
169	169	Rockpoint Group	$23,000
170	178	CIM Group	$22,735
171	193	Sustainable Growth Advisers	$22,505
172	189	Champlain Investment	$22,453
173	167	Canyon Partners	$21,758
174	182	Unigestion	$20,701
175	163	Cantillon Capital Mgmt.	$19,869
176	211	Polen Capital	$19,420
177	183	Matthews Asia	$19,383
178	195	Garcia Hamilton	$18,274
179	194	Brandes Investment	$18,203
180	207	Callan	$18,086
181	204	Longfellow Investment	$17,980
182	190	Eagle Asset Mgmt.	$17,508
183	191	Brown Capital	$17,460
184	220	Fayez Sarofim	$16,973
185	205	Fuller & Thaler	$16,414
186	208	Beach Point Capital	$16,412
187	221	PCCP	$16,339
188	222	Boyd Watterson	$16,327
189	199	Westfield Capital	$16,302
190	233	Polaris Capital	$16,189
191	235	Sit Investment	$15,908
192	209	GW&K Investment	$15,368
193		Muzinich	$15,212
194	230	Driehaus Capital	$15,145
195	204	Amalgamated Bank	$15,062
196	202	TimesSquare Capital	$15,058
197	217	King Street Capital	$14,900
198	229	CenterSquare Investment	$14,871
199	181	Jackson Square Partners	$14,745
200	196	Stone Harbor Investment	$14,688
201	210	Jacobs Levy Equity	$14,677
202	228	Epoch Investment Partners	$14,600
203	231	Abbott Capital	$14,518
204	219	Segall Bryant & Hamill	$14,438
205	224	Yousif Capital	$14,192
206		Crestline Investors	$14,075
207	197	GAM USA	$13,977
208	227	Breckinridge Capital	$13,965
209	186	Genesis Asset Managers	$13,907
210	206	Burgundy Asset Mgmt.	$13,801
211	216	Alger	$13,703
212	242	Intercontinental Real Estate	$13,269
213	241	Pacific Asset Mgmt.	$13,106
214	247	CornerStone Partners	$12,898
215	214	Frontier Capital	$12,796
216	232	Commerce Trust	$12,754
217	234	Beacon Capital	$12,632
218	235	Global Endowment Mgmt.	$12,400
219	231	Lighthouse	$12,150
220	232	Walton Street Capital	$12,001
221	246	Rockwood Capital	$11,951
222	239	GAMCO Investors	$11,740
223	245	Pugh Capital	$11,662
224	238	Manning & Napier	$11,532
225	218	Sage Advisory Services	$11,508
226	244	American Realty Advisors	$11,414
227	257	Cooke & Bieler	$11,402
228	249	London Co.	$11,401
229	226	Westbrook Partners	$11,334
230	236	TT International	$11,296
231	250	Christian Brothers	$10,875
232	253	Jensen Investment	$10,844
233	212	First Quadrant	$10,509
234		Simplex Asset Mgmt.	$10,361
235	240	Westwood Global	$10,213
236	264	Zacks Investment	$10,184
237	252	Ariel Investments	$10,153
238	256	L&B Realty	$10,130
239	228	WEDGE Capital	$10,010
240	237	Advent Capital	$9,979
241	270	CS McKee	$9,904
242	251	National Investment	$9,881
243	267	River Road Asset Mgmt.	$9,647
244	220	Ullico Investment	$8,594
245	259	AGF Investments	$8,450
246	260	Hardman Johnston Global	$8,444
247	261	Polen Capital Credit	$8,314
248	263	Waterfall Asset Mgmt.	$8,298
249	265	Washington Capital	$8,233
250	254	Aetos Alternatives	$8,226
251	268	Martingale Asset Mgmt.	$7,976
252	276	Diamond Hill Capital	$7,949
253	277	Luther King Capital	$7,808
254	269	Agincourt Capital	$7,727
255	273	Stephens Inv. Mgmt. Group	$7,709
256	271	Silvercrest Asset Mgmt.	$7,700
257	281	National Real Estate	$7,690
258	285	Davis Advisors	$7,493
259	274	Lyrical Asset Mgmt.	$7,276
260	288	City of London	$7,141
261	275	AFL-CIO Housing Trust	$7,107
262	284	Great Lakes Advisors	$7,025
263	278	Silver Creek Capital	$7,023
264	328	Ramirez Asset Mgmt.	$6,875
265	266	Congress Asset Mgmt.	$6,727
266	294	Prima Capital Advisors	$6,577
267	303	Sentinel Real Estate	$6,495
268	283	Dana Investment	$6,384
269	282	Richmond Capital	$6,337
270	286	Fiduciary Mgmt./Milwaukee	$6,333
271	289	Corbin Capital	$6,303
272	334	Glenmede Investment	$6,175
273	296	Spider Mgmt.	$6,168
274	290	D.F. Dent	$6,100
275	300	Johnson Asset Mgmt.	$5,904
276	287	Peregrine Capital	$5,901
277	327	Equus Capital	$5,800
278	292	Camden Asset Mgmt.	$5,730
279	307	Sierra Investment	$5,711
280	297	M3 Capital	$5,700
281	314	Torchlight Investors	$5,562
282	295	Hoisington Investment	$5,502
283	305	Kaenitzer Capital	$5,458
284	308	Baird Equity Asset Mgmt.	$5,433
285	341	Parnassus Investments	$5,399
286	350	Gramercy	$5,393
287		Madison Realty	$5,322
288	291	Emerald Advisers	$5,274
289	304	AFL-CIO Building Trust	$5,266
290	317	Security Capital Research	$5,228
291	301	LM Capital Group	$4,927
292	311	Granahan Investment	$4,882
293	313	Riverbridge Partners	$4,852
294	322	Atalanta Sosnoff Capital	$4,720
295	302	Mar Vista Investment	$4,674
296	330	CoreCommodity	$4,577
297	329	Cardinal Capital	$4,569
298	318	Resource Mgmt.	$4,515
299	333	Attucks Asset Mgmt.	$4,500
300	287	Smith Graham	$4,446
301	323	Stacey Braun Associates	$4,413
302	310	Kennedy Capital	$4,395
303	335	DePrince, Race & Zollo	$4,347
304	326	Todd Asset Mgmt.	$4,295
305	331	400 Capital Mgmt.	$4,294
306	326	Carmel Partners	$4,277
307	321	Union Labor Life	$4,264
308	307	Wisthrop Capital	$4,261
309	323	ClariVest Asset Mgmt.	$4,243
310	316	Aristotle Capital Boston	$4,135
311	324	Forest Investment	$4,031
312	326	Weatherbie Capital	$4,026
313	308	Zevenbergen Capital	$4,004
314		Leading Edge Investment	$3,956
315	340	Palisade Capital	$3,931
316	327	GlobeFlex Capital	$3,669
317	349	Evanston Capital	$3,617
318	346	Conestoga Capital	$3,607
319	343	Oberweis Asset Mgmt.	$3,549
320	284	Snyder Capital	$3,509
321	319	Dolan McEniry	$3,479
322	361	Channing Capital	$3,455
323	347	Hillsdale Investment	$3,417

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Pensions & Investments

Date: Monday, June 06, 2022
Location: CHICAGO, IL
Circulation (DMA): 44,049 (N/A)
Type (Frequency): Magazine (BW)
Page: 19,20,21
Section: Main
Keyword: KBS Realty Advisors

Rank	Prev. rank	Manager	Assets
324	305	Systematic Financial	$3,297
325	372	Angel Oak Capital	$3,281
326	355	Shelton Capital	$3,238
327	339	Dalton Investments	$3,209
328	374	New Century Advisors	$3,200
329	352	EAM Investors	$3,180
330	349	Trillium Asset Mgmt.	$3,154
331	336	Bowen, Hanes	$3,000
332	350	Hood River Capital	$2,928
333	344	Sawgrass Asset Mgmt.	$2,926
334	353	Foundry Partners	$2,884
335	332	Patron Capital	$2,852
336	362	TGM Associates	$2,812
337	340	Global Forest Partners	$2,699
338	326	GTIS Partners	$2,687
339	348	NewSouth Capital	$2,682
340	360	Sound Shore Mgmt.	$2,602
341	351	Rice Hall James	$2,464
342	363	Molpus Woodlands Group	$2,462
343	358	GIA Partners	$2,452
344	364	Zazove Associates	$2,439
345	359	SSI Investment	$2,425
346	373	Verger Capital	$2,404
347	381	Algert Global	$2,281
348	382	Twin Bridge Capital	$2,272
349	367	Adelante Capital	$2,259
350	377	Smith Group Asset Mgmt.	$2,158
351	365	Redwood Investments	$2,061
352	371	Timberland Inv. Resources	$2,038
353		Wexford Capital	$2,000
354		Ranger Investments	$1,852
355	383	Quest Investment	$1,754
356	385	Bivium Capital	$1,733
357	378	Sarofim Realty	$1,714
358	387	KBS	$1,713
359	370	Bridgeway Capital	$1,688
360	391	Heartland Advisors	$1,688
361		CDAM	$1,678
362	378	Penn Capital	$1,638
363	379	Cramer Rosenthal McGlynn	$1,626
364	393	Iridian Asset Mgmt.	$1,625
365	390	Edgar Lomax	$1,600
366	395	Cornerstone Investment	$1,513
367	394	Ativo Capital Mgmt.	$1,456
368	389	Orleans Capital	$1,420
369	386	StoneRidge PMG Advisors	$1,398
370	399	Logan Capital	$1,358
371	368	Discretionary Mgmt. Svcs.	$1,349
372	396	Granite Investment	$1,327
373	402	Associated Capital Group	$1,326
374	393	Tributary Capital	$1,224
375	397	Flaherty & Crumrine	$1,204
376	400	Wilbanks, Smith & Thomas	$1,166
377		Antara Capital	$1,160

Rank	Prev. rank	Manager	Assets
378	407	Anchor Capital	$1,103
379	405	Millstreet Capital	$1,070
380		Gateway Investment	$1,053
381	406	TWIN Capital	$1,012
382	395	Thornburg Investment	$1,003
383	431	Covenant Capital Group	$991
384	390	Montag & Caldwell	$986
385	409	Wedgewood Partners	$951
386	404	Pier Capital	$939
387	413	Sasco Capital	$929
388	412	Inverness Counsel	$877
389	418	CS Capital	$861
390	411	James Investment	$810
391	424	Phocas Financial	$746
392	416	Wright Investors' Service	$709
393	408	JKMiles Asset Mgmt.	$705
394	419	Minneapolis Portfolio Mgmt.	$700
395	426	GLOBALT	$698
396	416	Belle Haven Investments	$695
397	427	Hart Realty Advisors	$628
398	441	Miller/Howard Investments	$612
399	425	AMI Asset Mgmt.	$610
400	430	SouthereSun Asset Mgmt.	$589
401	437	Gifford Fong Associates	$572
402	434	Van Hulzen Asset Mgmt.	$570
403	433	Farr, Miller & Washington	$559
404	421	Redstone Advisors	$546
405	432	Domain Timber Advisors	$530
406	422	Monarch Partners	$503
407	438	Spence Thorson Capital	$501
408	420	Windham Capital	$453
409	440	Aristotle Credit Partners	$451
410	417	Denali Advisors	$426
411		TerraCotta Group	$398
412	442	ZWJ Investment Counsel	$355
413	448	Chicago Capital	$343
414	447	Campbell Newman Asset	$334
415	446	Oak Associates	$326
416	451	SMH Capital Advisors	$326
417	449	Argent Capital	$314
418	423	Semper Capital	$305
419	450	Kingdon Capital	$299
420	392	Friess Associates	$269
421	452	Hahn Capital	$225
422	445	Bridge City	$221
423	454	Glovista Investments	$210
424	435	Teton Advisors	$205
425	455	Paradigm Capital	$204
426	457	Winslow Asset Mgmt.	$200
427	459	Osborne Partners	$191
428	460	Abner, Herrman & Brock	$178
429	453	Affinity Investment Advisors	$175
430	463	Tom Johnson Investment	$121
431	403	NovaPoint Capital	$108

Rank	Prev. rank	Manager	Assets
432	463	Kestrel Investment	$105
433	466	Argus Investors' Counsel	$100
434	462	Strategy Asset Managers	$95
435	467	Sadoff Investment	$87
436	470	Flippin, Bruce & Porter	$76
437		Cadinha	$52
438	474	Branson, Fowlkes/Russell	$43
439	473	Robinson Value Mgmt.	$40
440	472	Chase Investment Counsel	$38
441	466	Nicholas Co.	$34
442		Marshall & Sullivan	$21
443	476	Texas Institutional	$7
444	477	James Pappas Investment	$1
		TOTAL	$59,902,084

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NewsBreak

NewsBreak provides latest and breaking Ashburn, VA local news, weather forecast, crime and safety reports, traffic updates, event notices, sports, entertainment, local life...

June 28, 2022 ONLINE

NewsBreak (56-000)

newsbreak.com/news/2649760005587/a...

Monthly Visits **62.1K**

Monthly Visits

The Property Reporter - Real Estate News

Residential Saratoga's Housing Element a 'work in progress,' Mayor Walia says by PrR 2022-02-01 TOP NEWS Prologis starts second phase of logistics park near Budapest...

June 24, 2022 ONLINE

The Property Reporter (56-01592)

property-reporter.com/local-investor-take...

Tuesday, June 28, 2022

Reporter Property

Home News Retail Residential Office Industrial Hotel Buying a Home Selling a Home

Home › Industrial

Local investor takes Arlington office building

by PrR — 2022-06-24 in Industrial 0

21 SHARES 160 VIEWS Share on Facebook Share on Twitter

RECOMMENDED

Relative Value Pair Trade: Realty Income And Spirit Realty

Kaiser may convert big

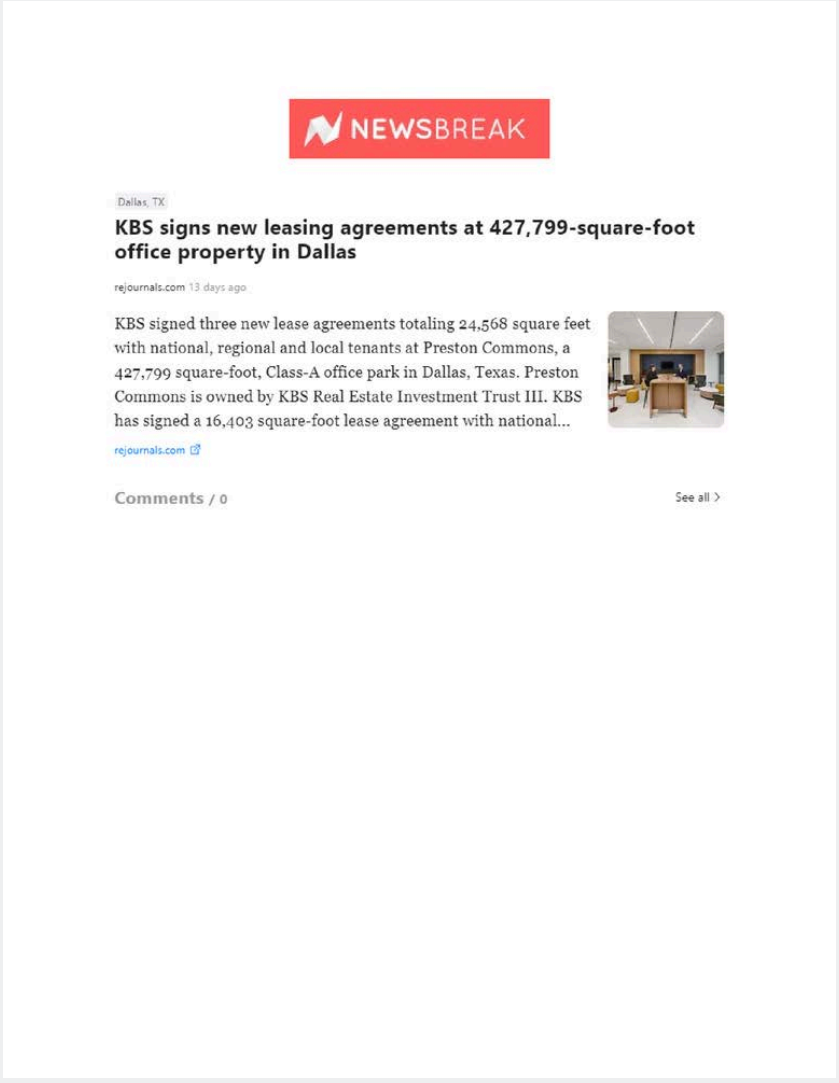
Sales

TXRE Properties LLC has purchased an 80,000-square-foot office building at 1701 E. Lamar Blvd. in Arlington, a 2-story property built in 1999. American National Bank & Trust financed the purchase from The Rainer Cos. The new owners is renovating the building.

MC Companies has purchased Briarcrest Apartments, a 238-unit multifamily community located 1330 Mac Arthur Drive in Carrollton. The new owner plans a renovation of the property built in 1983. MC owns 7,400 apartments in markets including Houston, Dallas, San Antonio, Phoenix,

NewsBreak

NewsBreak provides latest and breaking Ashburn, VA local news, weather forecast, crime and safety reports, traffic updates, event notices, sports, entertainment, local life...



June 22, 2022 ONLINE

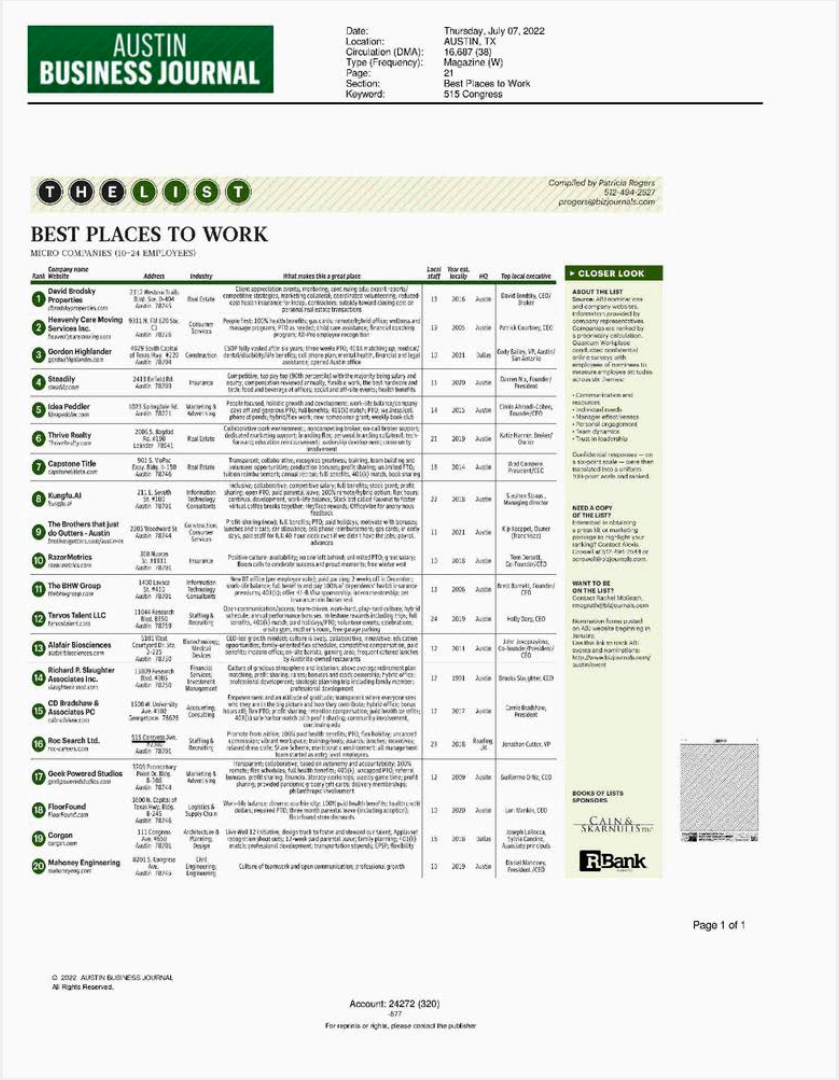
NewsBreak (56-01592)

newsbreak.com/news/2644556768169/k...

Monthly Visits **62.1K**

Monthly Visits

Austin Business Journal



AUSTIN BUSINESS JOURNAL

Date: Thursday, July 07, 2022
Location: AUSTIN, TX
Circulation (DMA): 16,687 (38)
Type (Frequency): Magazine (W)
Page: 21
Section: Best Places to Work
Keyword: 515 Congress

THE LIST

Compiled by Patricia Rogers
512-494-2527
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BEST PLACES TO WORK

MICRO COMPANIES (10-24 EMPLOYEES)

Rank	Company name / Website	Address	Industry	What makes this a great place	Local staff	Year est. locally	HQ	Top local executive
1	David Brodsky Properties	2313 Westview Trails, Bldg. Ste. 2-404	Real Estate	Above-market compensation, flexible work schedules, generous PTO, 401(k) with employer match, health insurance, and a supportive, collaborative culture	13	2016	Austin	David Brodsky, CEO/Broker
2	Heavenly Care Moving Services Inc.	9301 N. FM 620 Ste. C3	Consumer Services	Flexible schedules, competitive pay, health insurance, paid time off, and a supportive, team-oriented culture	13	2005	Austin	Patrick Courtney, CEO
3	Gordon Highlander	4029 South Capital of Texas Hwy. #230	Construction	Flexible schedules, competitive pay, health insurance, paid time off, and a supportive, team-oriented culture	13	2021	Dallas	Cody Salley, VP, Austin/San Antonio
4	Steadily	2419 Rio Telesfora	Insurance	Flexible schedules, competitive pay, health insurance, paid time off, and a supportive, team-oriented culture	11	2019	Austin	Doreen Wu, Founder/President
5	Idea Peddler	1001 Springdale Rd.	Marketing & Advertising	Flexible schedules, competitive pay, health insurance, paid time off, and a supportive, team-oriented culture	14	2015	Austin	Cimin Ahmadi-Cohen, Founder/CEO
6	Thrive Realty	2006 S. Bigstaff Trl. #100	Real Estate	Flexible schedules, competitive pay, health insurance, paid time off, and a supportive, team-oriented culture	21	2019	Austin	Katie Horner, Broker/Owner
7	Capstone Title	901 S. MoPac Expy. Bldg. II, Ste. 150	Real Estate	Flexible schedules, competitive pay, health insurance, paid time off, and a supportive, team-oriented culture	18	2014	Austin	Brad Carnevale, President/CEO
8	Kungfu.AI	211 E. Seventh St. #100	Information Technology Consultants	Flexible schedules, competitive pay, health insurance, paid time off, and a supportive, team-oriented culture	22	2018	Austin	Sushen Biswas, Managing director
9	The Brothers that Just do Gutters - Austin	2201 Woodward St.	Construction Consumer Services	Flexible schedules, competitive pay, health insurance, paid time off, and a supportive, team-oriented culture	11	2021	Austin	Kip Hoopes, Owner
10	RazorMetrics	310 N. Lamar St. #1011	Insurance	Flexible schedules, competitive pay, health insurance, paid time off, and a supportive, team-oriented culture	13	2018	Austin	Tom Sorrell, Co-Founder/CEO
11	The BHW Group	1430 Lavaca St. #412	Information Technology Consultants	Flexible schedules, competitive pay, health insurance, paid time off, and a supportive, team-oriented culture	13	2005	Austin	Brent Burnett, Founder/CEO
12	Tervos Talent LLC	11044 Research Blvd. #350	Staffing & Recruiting	Flexible schedules, competitive pay, health insurance, paid time off, and a supportive, team-oriented culture	24	2019	Austin	Holly Dorp, CEO
13	Alafair Biosciences	1001 Vaal Courtyard Dr. Ste. F-225	Biotechnology, Medical Devices	Flexible schedules, competitive pay, health insurance, paid time off, and a supportive, team-oriented culture	12	2011	Austin	John Joscovitch, Co-founder/President/CEO
14	Richard P. Slaughter Associates Inc.	13809 Research Blvd. #300	Financial Services, Investment Management	Flexible schedules, competitive pay, health insurance, paid time off, and a supportive, team-oriented culture	17	1991	Austin	Brooks Slaughter, CEO
15	CD Bradshaw & Associates PC	1526 W. University Ave. #100	Accounting, Consulting	Flexible schedules, competitive pay, health insurance, paid time off, and a supportive, team-oriented culture	17	2017	Austin	Carrie Bradshaw, President
16	Roc Search Ltd.	515 Congress Ave. #2100	Staffing & Recruiting	Flexible schedules, competitive pay, health insurance, paid time off, and a supportive, team-oriented culture	23	2016	Roseburg, OR	Jonathon Cutter, VP
17	Geek Powered Studios	1505 Provincetown Point Dr. Bldg. B-200	Marketing & Advertising	Flexible schedules, competitive pay, health insurance, paid time off, and a supportive, team-oriented culture	12	2009	Austin	Guillermo D'Alo, CEO
18	FloorFound	3000 N. Capital of Texas Hwy. Bldg. B-245	Logistics & Supply Chain	Flexible schedules, competitive pay, health insurance, paid time off, and a supportive, team-oriented culture	13	2020	Austin	Lee Mankin, CEO
19	Corgan	111 Congress Ave. #500	Architecture & Planning, Design	Flexible schedules, competitive pay, health insurance, paid time off, and a supportive, team-oriented culture	15	2016	Dallas	Joseph Lalonza, Sylvia Cavaliere, Associates principals
20	Mahoney Engineering	4201 S. Congress Ave.	Civil Engineering, Engineering	Flexible schedules, competitive pay, health insurance, paid time off, and a supportive, team-oriented culture	13	2019	Austin	Daniel Mahoney, President/CEO

CLOSER LOOK

ABOUT THE LIST
Source: Administrative and company websites. Information reviewed by company representatives. Companies are ranked by a proprietary calculation. Quantum Workplace conducts anonymous online surveys with employees of nominees to measure employee attitudes across six themes:

- Communications and resources
- Individual needs
- Manager effectiveness
- Personal engagement
- Team dynamics
- Trust in leadership

Confidential responses — on a six-point scale — were then translated into a uniform 100-point scale and ranked.

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Nomination forms posted on ABJ website beginning in January.
Use the link to track ABJ events and nominations: http://www.bizjournals.com/austin/event

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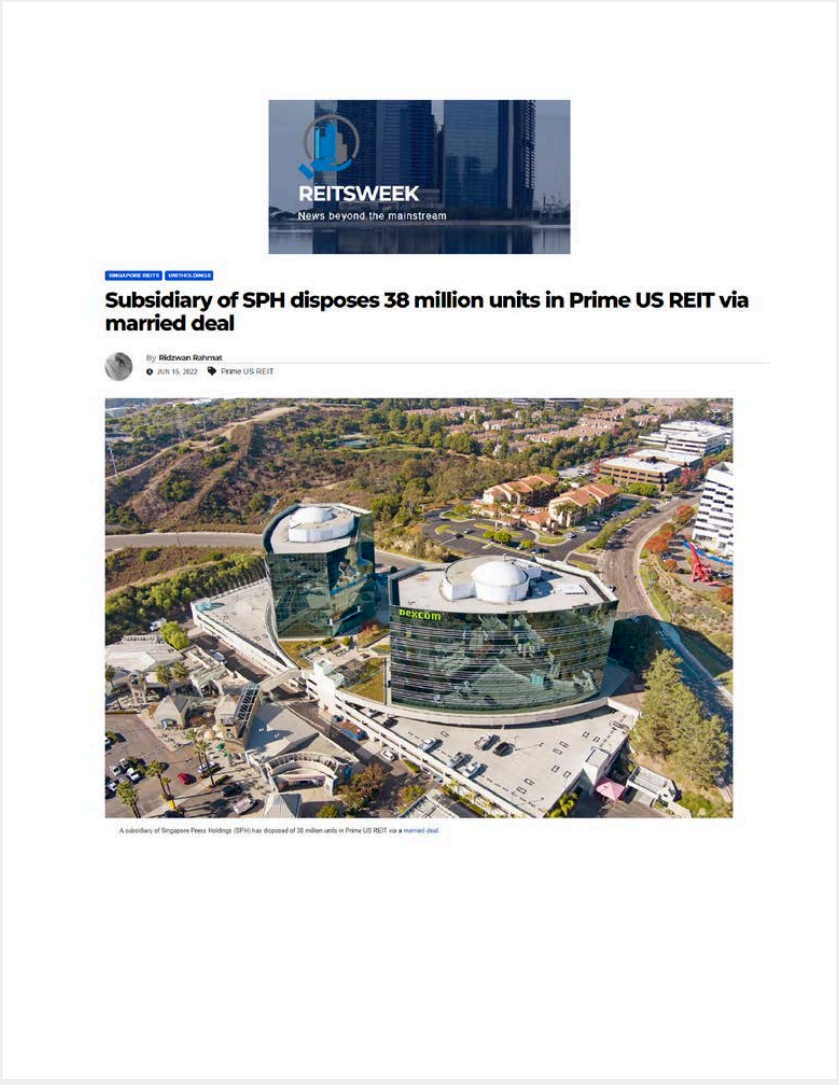
July 07, 2022 PRINT

Austin Business Journal (56-000)

Monthly Visits **16.7K**

Monthly Visits



June 15, 2022 ONLINE

REITSWEEK (56-000)

reitsweek.com/2022/06/subsidiary-of-sp...

Monthly Visits **2K**

Monthly Visits

Wine Spectator

August 31, 2022 PRINT

Wine Spectator (56-000)

Monthly Visits **380K**

Monthly Visits

WINE SPECTATOR

Date: Wednesday, August 31, 2022
Location: NEW YORK, NY
Circulation (DMA): 380,334 (N/A)
Type (Frequency): Magazine (15Y)
Page: 75,94,95,96,97....
Section: Main
Keyword: 101 South Hanley

THE OCEANAIRE SEAFOOD ROOM 50 S. Sixth St., Minneapolis; (612) 333-2277

OSTERIA I NONNI 981 Sibley Memorial Highway, Lilydale; (651) 905-1081

PESCARA Hilton Doubletree Hotel, 150 S. Broadway, Rochester; (507) 280-6900

PITTSBURGH BLUE Hilton Rochester Mayo Clinic Area, 10 E. Center St., Rochester; (507) 361-2560

THE ST. PAUL GRILL The St. Paul Hotel, 350 Market St., St. Paul; (651) 224-7455

SPANKY'S STONE HEARTH 34783 County Highway 4, Vergas; (218) 334-3555

THE STRAND WATERFRONT DINING ROOM Lutsen Resort on Lake Superior, 5700 W. Highway 61, Lutsen; (218) 663-7212

TERZA RISTORANTE 30 Third St. S.E., Rochester; (507) 216-9590

TERZO 2221 W. 50th St., Minneapolis; (612) 925-0330

TRIA 5959 Centerville Road, North Oaks; (651) 426-9222

WOOLLEY'S KITCHEN & BAR 7901 34th Ave. S., Bloomington; (952) 854-1010

MISSISSIPPI

BR PRIME STEAKHOUSE Beau Rivage Resort & Casino, 875 Beach Blvd., Biloxi; (228) 386-7737

BRAVO! 4500 I-55 N., No. 244, Jackson; (601) 982-8111

CAET (SEAFOOD I OYSTERETTE) 1000 Highland Colony Parkway, Suite 9015, Ridgeland; (601) 321-9969

CHAR RESTAURANT 4500 I-55 N., Jackson; (601) 956-9562

ESTELLE WINE BAR & BISTRO The Westin Jackson, 407 S. Congress St., Jackson; (769) 235-8400

GIARDINA'S Alluvian Hotel, 314 Howard St., Greenwood; (662) 455-4227

▶HARVEYS 406 Highway 12 E., Starkville; (662) 323-1669

JEA Beau Rivage Resort & Casino, 875 Beach Blvd., Biloxi; (228) 386-7737

KOESTLER PRIME Renaissance at Colony Park, 1000 Highland Colony Parkway, Ridgeland; (601) 957-3753

LOCAL 463 Renaissance at Colony Park, 1000 Highland Colony Parkway, Ridgeland; (601) 707-7684

THE MANSHIP WOOD FIRED KITCHEN 1200 N. State St., Jackson; (601) 398-4562

MORTON'S, THE STEAKHOUSE Golden Nugget Biloxi, 151 Beach St., Biloxi; (228) 436-8800

PHILLIP M'S Pearl River Resort, 13541 Highway 16 W., Philadelphia; (601) 650-1234

▲RESTAURANT TYLER 100 E. Main St., Starkville; (662) 324-1014

THE SIPP ON SOUTH LAMAR 400 S. Lamar Blvd., Suite A2, Oxford; (662) 380-5402

STALLA ITALIAN KITCHEN Beau Rivage Resort & Casino, 875 Beach Blvd., Biloxi; (228) 386-7737

THIRTY-TWO IP Casino Resort & Spa, 850 Bayview Ave., Biloxi; (228) 432-3232

WALKER'S DRIVE-IN 3016 N. State St., Jackson; (601) 982-2633

▶YUGO OXFORD 1001 Jackson Ave. E., Oxford; (662) 380-5293

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ANNIE GUNN'S 16806 Chesterfield Airport Road, St. Louis; (636) 532-7684

▲BLOOD & SAND 1500 St. Charles St., St. Louis; (314) 241-7263

THE CAPITAL GRILLE 101 S. Hanley, Clayton; (314) 725-0930

THE CAPITAL GRILLE Country Club Plaza, 4760 Broadway Blvd., Kansas City; (816) 531-8345

▶CASA DON ALFONSO The Ritz-Carlton, St. Louis, 100 Carondelet Plaza, St. Louis; (314) 719-1496

CELEBRATIONS RESTAURANT & BAR 615 Bellevue St., Cape Girardeau; (573) 334-8330

CHAZ The Raphael Hotel, 325 Ward Parkway, Kansas City; (816) 802-2152

CIAO RISTORANTE + ENOTECA 1650 N. Kingshighway, Suite 102, Cape Girardeau; (573) 332-8884

CINDER HOUSE Four Seasons St. Louis, 999 N. Second St., St. Louis; (314) 881-5759

EDDIE V'S PRIME SEAFOOD 700 W. 47th St., Kansas City; (816) 531-2537

801 CHOPHOUSE 137 Carondelet Plaza, Clayton; (314) 875-9900

801 CHOPHOUSE 71 E. 14th St., Kansas City; (816) 994-8800

801 FISH 172 Carondelet Plaza, St. Louis; (314) 875-9636

ELEVEN ELEVEN MISSISSIPPI 1111 Mississippi Ave., St. Louis; (314) 241-9999

FARINA 19 W. 19th St., Kansas City; (816) 768-6600

FOGO DE CHÃO 222 W. 47th St., Kansas City; (816) 931-7700

GLENN'S CAFÉ The Tiger Hotel, 23 S. Eighth St., Columbia; (573) 447-7100

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JJ'S RESTAURANT 4800 Roanoke Parkway, Kansas City; (816) 561-7136

METROPOLITAN GRILL 2931 E. Battlefield Road, Springfield; (417) 889-4951

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OCEAN ZEN 4117 S. National Ave., Springfield; (417) 889-9596

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SEASONS 52 340 Ward Parkway, Kansas City; (816) 531-0052

36 RESTAURANT AND BAR 36 N. Main St., Cape Girardeau; (573) 803-2333

TRUFFLES 9202 Clayton Road, St. Louis; (314) 567-9100

ALEKSANDAR JOVANOVIC WINE DIRECTOR

MONTANA

▶BRIGADE 233 E. Main St., Suite 201, Bozeman; (406) 624-6161

BUCK'S T-4 STEAKHOUSE 46625 Gallatin Road, Big Sky; (406) 993-5222

CARBON COUNTY STEAKHOUSE 121 Broadway Ave. S., Red Lodge; (406) 446-4025

THE DEPOT 201 W. Railroad St., Missoula; (406) 728-7007

THE DINING ROOM AT CHICO Chico Hot Springs Resort, 163 Chico Road, Pray; (406) 333-4933

FINN Doubletree by Hilton Missoula-Edgewater, 100 Madison St., Missoula; (406) 542-4660

HARWOOD HOUSE Quinn's Hot Springs Resort, 190 Highway 135, Paradise; (406) 826-3150

MEDITERRANEAN GRILL 42 S. Park Ave., Helena; (406) 495-1212

PANGEA BAR & RESTAURANT 223 N. Higgins, Missoula; (406) 493-1190

POMP The Resort at Paws Up, 40060 Paws Up Road, Greenough; (800) 473-0601

▶PTARMIGAN DINING ROOM Many Glacier Hotel, 1014 First Ave. W., Columbia Falls; (406) 897-7101

▶RUSSELL'S FIRESIDE DINING ROOM Lake McDonald Lodge, 288 Lake McDonald Lodge Loop Road, Lake McDonald; (406) 897-7101

▶THE SOCIAL HAUS 4069 Backcountry Road, Greenough; (877) 251-2841

STONE HILL 7951 MT Highway 35, Bigfork; (406) 837-2720

TEN Northern Hotel, 19 N. Broadway, Billings; (406) 867-6767

TRIPLE CREEK RANCH Triple Creek Ranch, 5551 W. Fork Road, Darby; (406) 821-4600

NEBRASKA

801 CHOPHOUSE 1403 Farnam St., Omaha; (402) 341-1222

THE GREEN GÂTEAU 330 S. 10th St., Lincoln; (402) 477-0330

KAHILL'S CHOPHOUSE Marriott South Sioux City Riverfront, 385 E. Fourth St., South Sioux City; (402) 494-5025

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NEVADA

LAS VEGAS

AUREOLE LAS VEGAS Mandalay Bay Hotel & Casino, 3950 Las Vegas Blvd. S.; (702) 632-7401 **Sommeliers** Taylor Roth, Seth Sutherlin **Wine strengths** Burgundy, California, Italy, Bordeaux, Germany, Rhône, Spain, Champagne **Wine selections** 2,730 **Number of bottles** 26,000 **Wine prices** Expensive **Corkage** $50 **Cuisine** American **Menu prices** Expensive *Grand Award since 2000*

BARDOT BRASSERIE Aria Resort & Casino, 3730 Las Vegas Blvd. S.; (877) 230-2742

▶BARRY'S DOWNTOWN PRIME STEAKHOUSE Circa Resort & Casino Las Vegas, 8 Fremont St.; (702) 726-5504

▶BAVETTE'S Park MGM Las Vegas, 3770 Las Vegas Blvd. S.; (702) 730-7000

BAZAAR MEAT BY JOSÉ ANDRÉS SAHARA Las Vegas, 2535 Las Vegas Blvd. S.; (702) 761-7610

BLOSSOM Aria Resort & Casino, 3730 Las Vegas Blvd. S.; (877) 230-2742

BOUCHON The Venetian Resort, Hotel & Casino, 3355 Las Vegas Blvd. S.; (702) 414-6200

JUAN URBINA WINE DIRECTOR

▶BREZZA Resorts World, 3000 Las Vegas Blvd. S.; (702) 676-6014

HIKLOS KATONA WINE DIRECTOR

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Washington Business Journal

WASHINGTON BUSINESS JOURNAL

Date: Thursday, July 21, 2022
Location: ARLINGTON, VA
Circulation (DMA): 20,150 (9)
Type (Frequency): Magazine (W)
Page: 14
Section: Main
Keyword: KBS Realty Advisors

DONE DEALS

GOOGLE STREET VIEW

BURKE & HERBERT CONSOLIDATION

Location: 5680 King Centre Drive, Kingstowne

Buyer: Burke & Herbert Bank

Seller: Halle Cos.

Size: 113,000 square feet

Price: $22 million

Significance: Burke & Herbert says it will remain headquartered at 100 S. Fairfax St. in Old Town Alexandria, but a "large portion" of its local workforce, currently dispersed across the area, will shift to Kingstowne in Fairfax County. The new location, the bank said, "is more centrally located" for its expanding workforce and "provides additional visibility for the bank."

DOUGLAS FRUEHLING

IN-Q-TEL LEASE

Location: 1800 Tysons Blvd., Tysons

Tenant: In-Q-Tel Inc.

Landlord: Lerner Enterprises

Size: 79,716 square feet

Significance: In-Q-Tel, the region's eighth largest venture capital firm, per Washington Business Journal research, looks to be on the move from Arlington, according to data from CBRE. It was the sixth largest office lease signed in Northern Virginia in the second quarter, CBRE reported. IQT is the "independent, non-profit strategic investor for the CIA and the broader U.S. Intelligence Community," according to the Department of Homeland Security. The company's current home, 2101 Wilson Blvd. in Courthouse, is part of a complex that recently hit the market.

REDWOOD PLAZA SALE

Location: 10560, 10580 and 10600 Arrowhead Drive, Fairfax

Buyer: Network Realty Partners

Seller: KBS

Size: 207,000 square feet

Price: $23 million

Brokers: Jim Meisel, Matt Nicholson, Andrew Weir, Kevin Byrd and Dave Baker of JLL

Significance: Newport Beach, California-based KBS had owned the complex for 22 years, but decided now was the time to offload because of the "increasing demand for premier office space," Marc DeLuca, CEO and Eastern regional president at KBS, said in a statement. The buildings were recently renovated with fresh common areas, tenant lounges and a cafe.

Page 1 of 1

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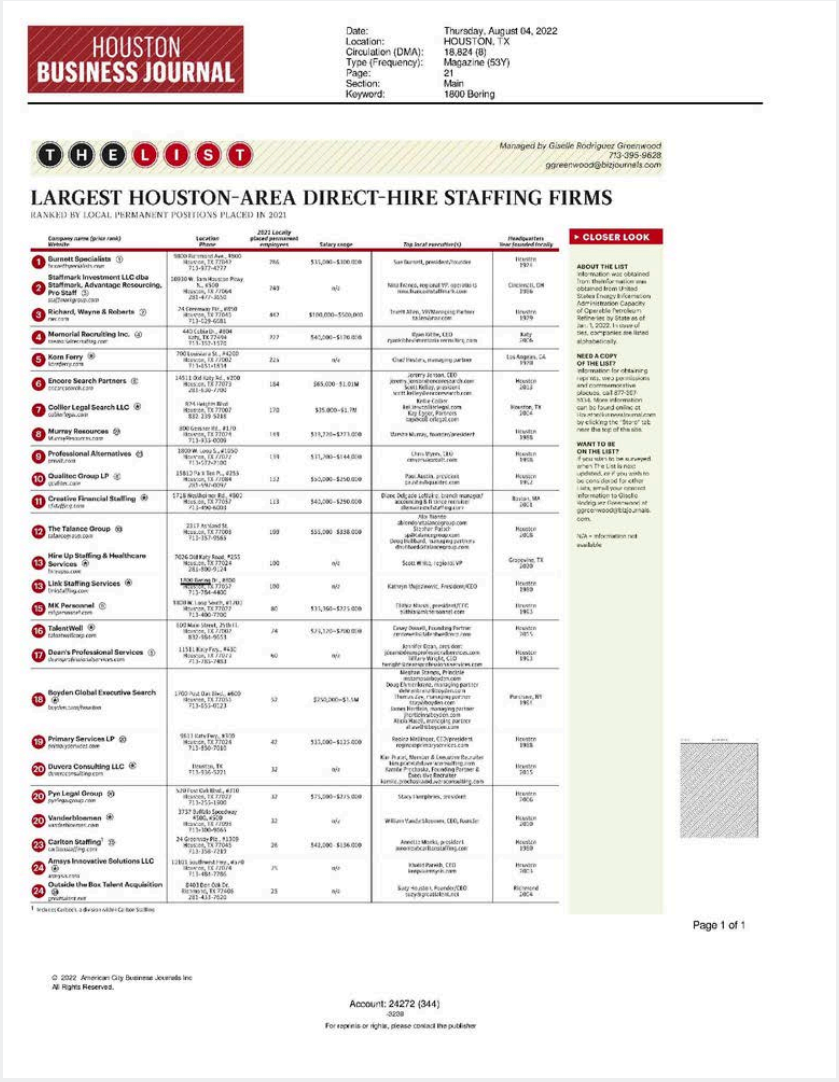
July 21, 2022 PRINT

Washington Business Journal (56-000)

Monthly Visits **20.2K**

Monthly Visits

Houston Business Journal



HOUSTON BUSINESS JOURNAL

Date: Thursday, August 04, 2022
Location: HOUSTON, TX
Circulation (DMA): 18,824 (8)
Type (Frequency): Magazine (53Y)
Page: 21
Section: Main
Keyword: 1800 Boring

THE LIST

Managed by Giselle Rodriguez Greenwood
713-395-9628
ggreenwood@bizjournals.com

LARGEST HOUSTON-AREA DIRECT-HIRE STAFFING FIRMS

RANKED BY LOCAL PERMANENT POSITIONS PLACED IN 2021

Company name (prior rank) Website	Location Phone	2021 Locally placed permanent employees	Salary range	Top local executive(s)	Headquarters Year founded locally
1 Burnett Specialists	1800 Richmond Ave., #800 Houston, TX 77057 713-877-8777	765	$55,000–$300,000	Sue Burnett, president/founder	Houston 1991
2 Staffmark Investment LLC dba Staffmark, Advantage Resourcing, Pro Staff	16930 W. Sam Houston Pkwy. N., #500 Houston, TX 77064 281-477-3232	749	n/a	Nina Bisceglia, regional VP, operations	Cincinnati, OH 1986
3 Richard, Wayne & Roberts	24 Greenway Plz., #850 Houston, TX 77046 713-629-6581	663	$100,000–$500,000	Trent Alley, VP/Managing Partner	Houston 1979
4 Memorial Recruiting Inc.	440 Cobb Dr., #104 Katy, TX 77494 713-353-1370	337	$40,000–$130,000	Ryan Kithe, CEO	Katy 2006
5 Korn Ferry	700 Louisiana St., #4200 Houston, TX 77002 713-651-1414	224	n/a	Chad Fenton, managing partner	Los Angeles, CA 1969
6 Encore Search Partners	14511 Old Katy Rd., #250 Houston, TX 77079 281-646-7100	184	$65,000–$1.01M	Jeremy Jensen, CEO	Houston 2013
7 Collier Legal Search LLC	874 Heights Blvd. Houston, TX 77007 832.239.5285	170	$35,000–61.7M	Kay Egan, Partners	Houston, TX 2004
8 Murray Resources	8300 Greenville Rd., #170 Woodridge, IL 60517 713-513-6009	149	$33,720–$73,008	Dennis Murray, founder/president	Houston 1985
9 Professional Alternatives	1800 W. Loop S., #1200 Houston, TX 77027 713-572-7100	139	$31,200–$144,008	Chris Wyers, CEO	Houston 1986
10 Qualitec Group LP	15810 Park Ten Pl., #255 Houston, TX 77084 281-940-6097	122	$60,000–$250,008	Paul Austin, president	Houston 1982
11 Creative Financial Staffing	5718 Westheimer Rd., #900 Houston, TX 77057 713-490-9001	113	$40,000–$290,008	Diane DeLuca Lofaro, brand manager/ accounting & financial recruiter	Boston, MA 1961
12 The Talance Group	2217 Richmond St. Houston, TX 77098 713-337-9563	109	$50,000–$338,008	Alix Nanos Christy Pelish Doug Hubbard, managing partners	Houston 2008
13 Hire Up Staffing & Healthcare Services	7026 Old Katy Road, #251 Houston, TX 77024 281-890-9124	100	n/a	Scott Wiley, regional VP	Grapevine, TX 2009
14 Link Staffing Services	1300 Gervin Dr., #100 Houston, TX 77027 713-784-4400	100	n/a	Kathryn Hajdziewicz, President/CEO	Houston 1969
15 MK Personnel	9839 W. Loop South, #1,700 Houston, TX 77027 713-480-7700	80	$33,160–$215,008	Tiffany Marsh, president/CFO tiffany@mkpersonnel.com	Houston 1983
16 TalentWell	800 Main Street, 25th Fl. Houston, TX 77002 832-384-9033	74	$75,120–$700,008	Casey Dowell, Founding Partner	Houston 2015
17 Dean's Professional Services	1151 Richfield Rd., #430 Houston, TX 77073 713-783-7453	40	n/a	Jennifer Dean, owner/ broker	Houston 1963
18 Boyden Global Executive Search	1900 Post Oak Blvd., #800 Houston, TX 77056 713-353-4123	32	$250,000–$1.5M	Stephen Stamas, Principle Doug Ehrenkranz, managing partner Thomas Lee, managing partner James Bonbon, managing partner Alexis Macfy, managing partner	Paramus, NJ 1967
19 Primary Services LP	9811 Katy Fwy., #320 Houston, TX 77024 713-850-7085	42	$33,000–$133,008	Rosina Maldonado, CO/president	Houston 1968
20 Duvera Consulting LLC	Houston, TX 713-550-5201	32	n/a	Kim Pruter, Director & Executive Recruiter Kendall Pruter, Founding Partner & Exec. Vice President	Houston 2015
20 Pyn Legal Group	5200 Post Oak Blvd., #250 Houston, TX 77027 713-751-1600	32	$75,000–$215,008	Stacy Humphries, president	Houston 2006
20 Vanderbloemen	3737 Buffalo Speedway #1960, #2020 Houston, TX 77098 713-386-9063	32	n/a	William Vanderbloemen, CEO, founder	Houston 2009
23 Carlton Staffing	24 Greenway Plz., #1200 Houston, TX 77046 713-266-7283	26	$42,000–$136,008	Annette Monks, president	Houston 1969
24 Amaya Innovative Solutions LLC	12801 Southwest Frwy., #410 Stafford, TX 77477 713-484-7700	25	n/a	Khalid Parekh, CEO	Houston 2013
24 Outside the Box Talent Acquisition	8401 Bon Oak Dr. Richmond, TX 77406 281-415-7520	25	n/a	Suzy Holden, Founder/CEO	Richmond 2014

1 Indeed Corbett, a division of Corbett Staffing

▸ CLOSER LOOK

ABOUT THE LIST
Information was obtained from Workforce Insights Inc. obtained from United States Energy Information Administration Capacity of Operable Petroleum Refineries by State as of Jan. 1, 2022. In cases of ties, companies are listed alphabetically.

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N/A = information not available

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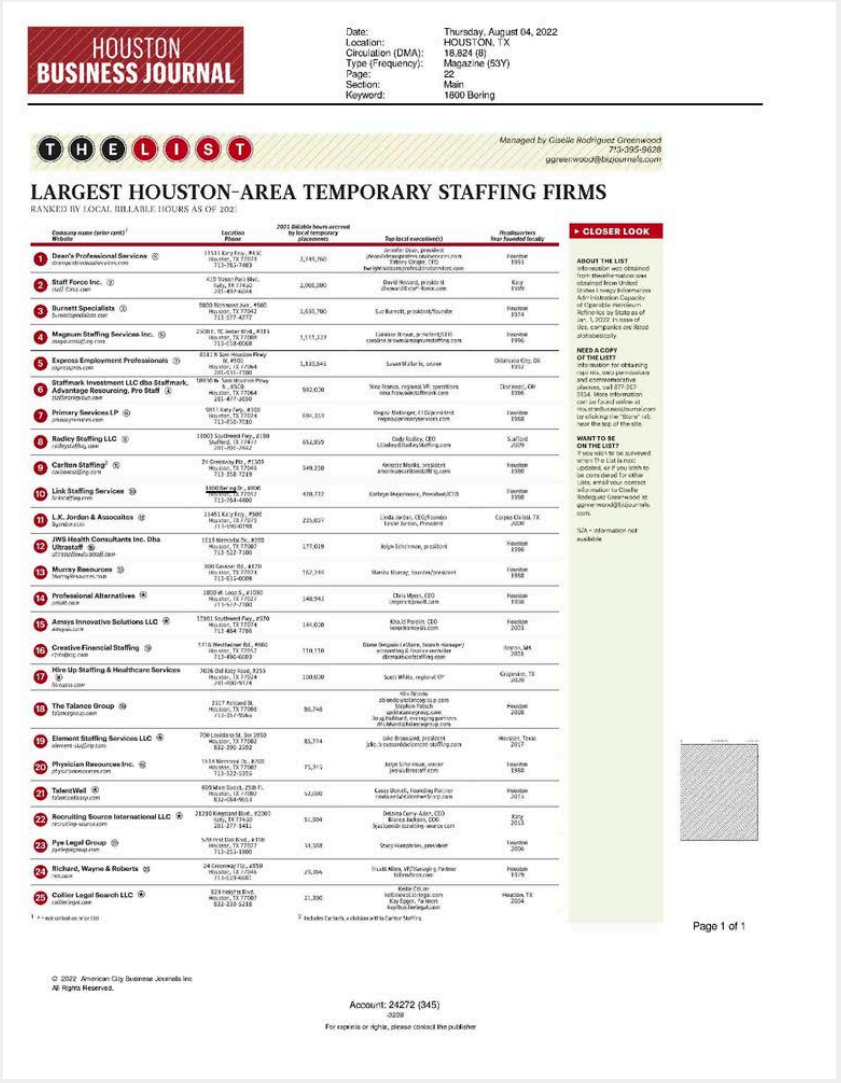
August 04, 2022 PRINT

Houston Business Journal (56-000)

Monthly Visits **18.8K**

Monthly Visits

Houston Business Journal



HOUSTON BUSINESS JOURNAL

Date: Thursday, August 04, 2022
Location: HOUSTON, TX
Circulation (DMA): 18,824 (8)
Type (Frequency): Magazine (53Y)
Page: 22
Section: Main
Keyword: 1800 Boring

THE LIST

Managed by Giselle Rodriguez Greenwood
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ggreenwood@bizjournals.com

LARGEST HOUSTON-AREA TEMPORARY STAFFING FIRMS

RANKED BY LOCAL BILLABLE HOURS AS OF 2021

	Company name (prior rank)[1] Website	Location Phone	2021 Billable hours accrued by local temporary placements	Top local executive(s)	Headquarters Year founded locally
1	Dean's Professional Services		7,745,760		Franchise 1993
2	Staff Force Inc.		2,000,000		Katy 1989
3	Burnett Specialists		1,655,700		Houston 1974
4	Magnum Staffing Services Inc.		1,115,223		Franchise 1996
5	Express Employment Professionals		1,102,045		Oklahoma City, OK 1992
6	Staffmark Investment LLC dba Staffmark, Advantage Resourcing, Pro Staff		992,630		Cincinnati, OH 1986
7	Primary Services LP		694,353		Franchise 1958
8	Radley Staffing LLC		652,859		Stafford 2009
9	Carlton Staffing[2]		549,258		Houston 1990
10	Link Staffing Services		478,777		Franchise 1998
11	L.K. Jordan & Associates		225,027		Corpus Christi, TX 2008
12	JWS Health Consultants Inc. Dba Ultrastaff		177,619		Houston 1996
13	Murray Resources		167,344		Franchise 1998
14	Professional Alternatives		148,943		Houston 1998
15	Ameyo Innovative Solutions LLC		144,000		Houston 2003
16	Creative Financial Staffing		110,158		Norco, MA 1958
17	Hire Up Staffing & Healthcare Services		100,000		Grapevine, TX 2020
18	The Talance Group		86,748		Houston 2008
19	Element Staffing Services LLC		83,774		Houston, Texas 2017
20	Physician Resources Inc.		75,315		Franchise 1998
21	TalentWell		57,000		Franchise 2011
22	Recruiting Source International LLC		51,304		Katy 2013
23	Pye Legal Group		51,168		Franchise 2006
24	Richard, Wayne & Roberts		45,994		Houston 1979
25	Collier Legal Search LLC		21,390		Houston, TX 2004

1 = not ranked on prior list

2 Includes Carlton's, a division of All In Carlton Staffing

CLOSER LOOK

ABOUT THE LIST
Information was obtained from the entities listed via questionnaires sent by email and/or phone. Some companies did not respond to requests for information.

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N/A = information not available

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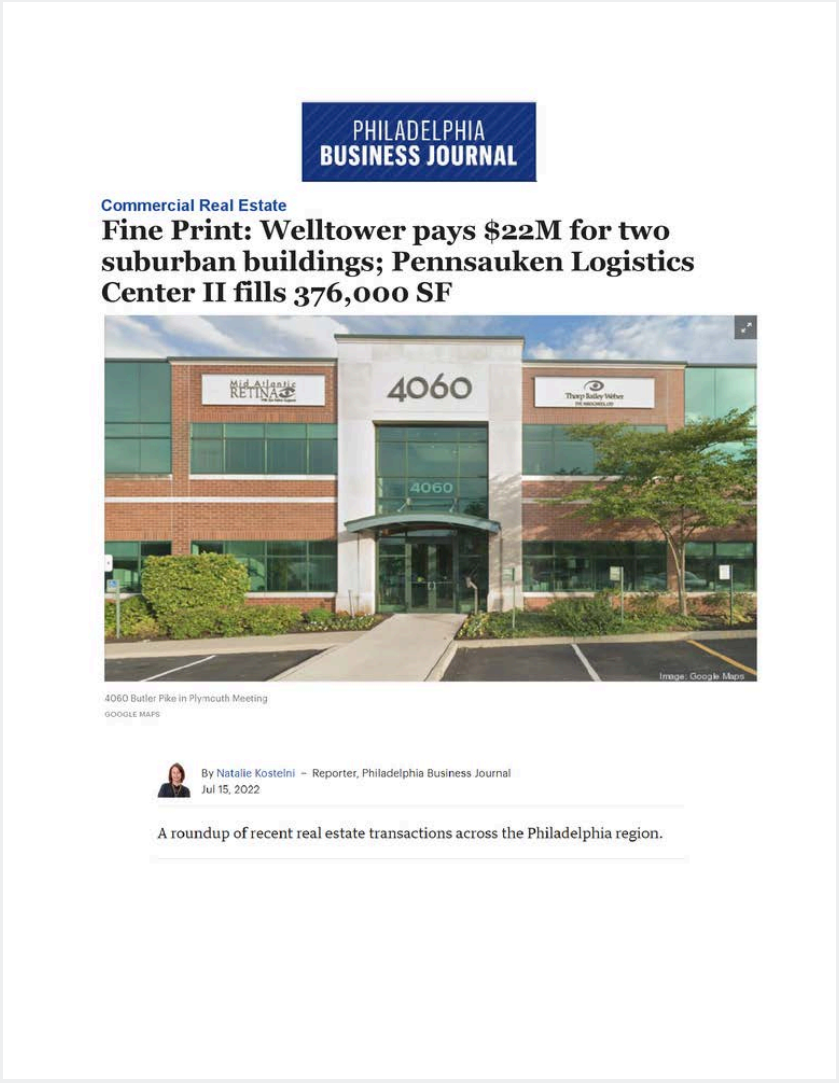
August 04, 2022 PRINT

Houston Business Journal (56-000)

Monthly Visits **18.8K**

Monthly Visits



PHILADELPHIA BUSINESS JOURNAL

Commercial Real Estate

Fine Print: Welltower pays $22M for two suburban buildings; Pennsauken Logistics Center II fills 376,000 SF

4060 Butler Pike in Plymouth Meeting
GOOGLE MAPS

By Natalie Kostelni – Reporter, Philadelphia Business Journal
Jul 15, 2022

A roundup of recent real estate transactions across the Philadelphia region.

July 15, 2022 ONLINE

Philadelphia Business Journal (56-000)

bizjournals.com/philadelphia/news/2022/...

Monthly Visits **22.5K**

Monthly Visits

Washingtonian

WASHINGTONIAN

Date: Friday, July 01, 2022
Location: WASHINGTON, DC
Circulation (DMA): 115,123 (N/A)
Type (Frequency): Magazine (M)
Page: 250
Section: Main
Keyword: 3001 Washington Blvd

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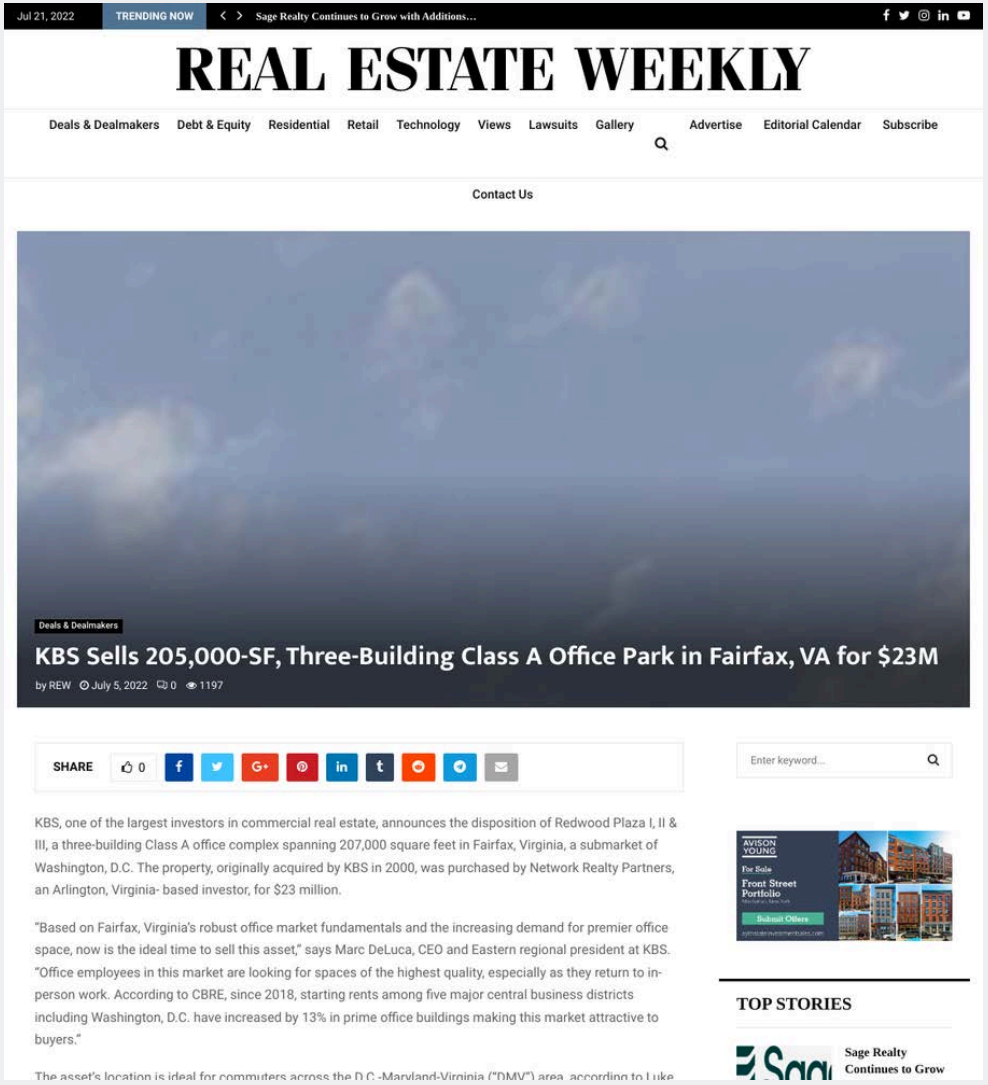
July 01, 2022 PRINT

Washingtonian (56-000)

Monthly Visits **115K**

Monthly Visits

Real Estate Weekly



July 05, 2022 ONLINE

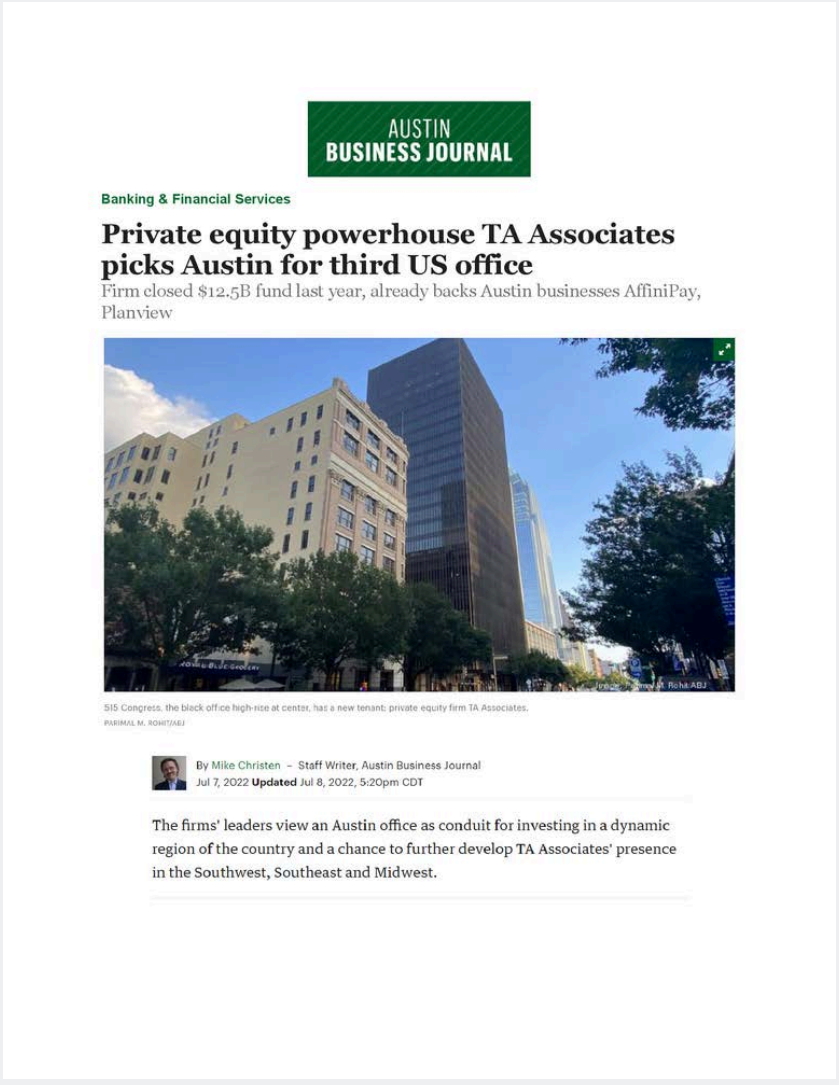
Real Estate Weekly (56-01801)

rew-online.com/kbs-sells-205000-sf-thre...

Monthly Visits **916**

Monthly Visits

Austin Business Journal



AUSTIN BUSINESS JOURNAL

Banking & Financial Services

Private equity powerhouse TA Associates picks Austin for third US office

Firm closed $12.5B fund last year, already backs Austin businesses AffiniPay, Planview

515 Congress, the black office high-rise at center, has a new tenant: private equity firm TA Associates.

By Mike Christen – Staff Writer, Austin Business Journal
Jul 7, 2022 **Updated** Jul 8, 2022, 5:20pm CDT

The firms' leaders view an Austin office as conduit for investing in a dynamic region of the country and a chance to further develop TA Associates' presence in the Southwest, Southeast and Midwest.

July 07, 2022 ONLINE

Austin Business Journal (56-000)

bizjournals.com/austin/news/2022/07/07/...

Monthly Visits **418K**

Monthly Visits

PARIMAL M. ROHIT/ABJ

515 Congress, the black office high-rise at center, has a new tenant: private equity firm TA Associates.

TA Associates' North American financial services investing, will lead "several colleagues who have also relocated to Austin," according to a July 6 announcement. The office will be in the 515 Congress Ave. high-rise.

The exact number of people working in the new office and its square footage were not disclosed.

The firms' leaders view an Austin office as conduit for investing in a dynamic region of the country and a chance to further develop TA Associates' presence in the Southwest, Southeast and Midwest.

"Over the last decade, Austin has emerged as a thriving, high-energy city due to its encouragement of entrepreneurship and commerce, coupled with the can-do spirit of its business leaders," Burns stated. "We are thrilled to join Austin's dynamic community as an investor in high-quality, growing and profitable companies."

It will be TA's third U.S. office, alongside its headquarters in Boston and an office in Menlo Park, Calif., in the heart of Silicon Valley. Outside of the U.S., TA has offices in London, Mumbai and Hong Kong. It has more than 110 employees.

Since it was founded in 1968, TA Associates has raised $47.5 billion in capital, including a $12.5 billion fourteenth flagship fund announced in 2021. It has invested in more than 560 companies around the world in sectors such as technology, financial services, health care and consumer and business services. Portfolio companies range from New York City to Sweden and include Austin businesses such as software maker Planview and AffiniPay, developer of payment software. Burns and a TA Associates principal sit on the AffiniPay board.

"We believe that TA's approach of partnering collaboratively with founders and management teams while providing strategic advice, operating capabilities and keen industry expertise, will strongly resonate," Burns stated.

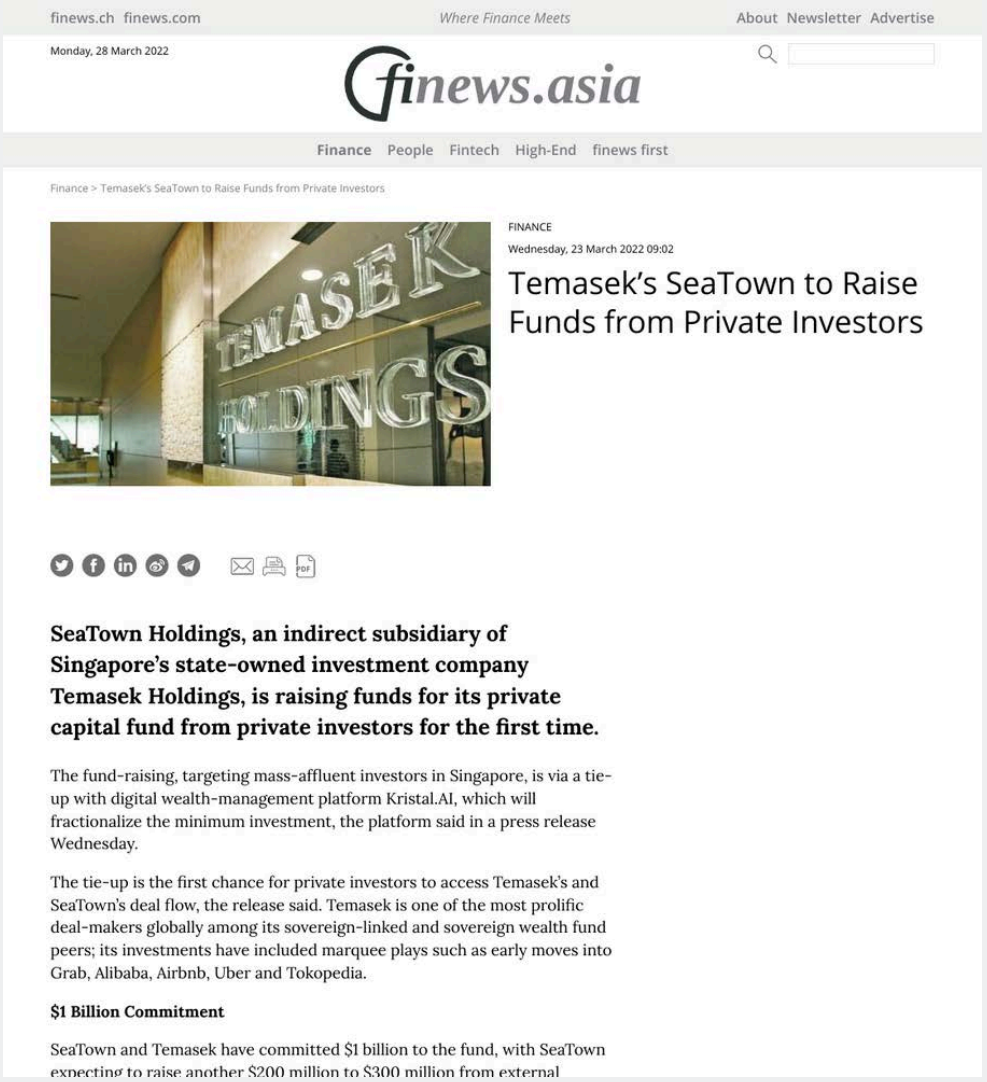
TA joins a score of coastal investment firms that have established outposts in Austin in

recent years, aiming to cash in on the high concentration of successful entrepreneurs as well as a relatively nascent but deepening well of financial talent. Chicago-based asset manager Peak6 Investments LLC has established an east side office and lists online more than 60 of job openings that could be filled in Austin. In 2018, fixed-income giant PIMCO opened an Austin office, followed later by Stonepeak Infrastructure Partners, an alternative investment firm. Plus, many California-based venture capital and private equity firms have set up shop, from Moneta Ventures to Breyer Capital.

Mike Christen
Staff Writer
Austin Business Journal

FINEWS

finews.asia: Where Finance Meets



finews.ch finews.com *Where Finance Meets* About Newsletter Advertise

Monday, 28 March 2022

finews.asia

Finance People Fintech High-End finews first

Finance > Temasek's SeaTown to Raise Funds from Private Investors

FINANCE

Wednesday, 23 March 2022 09:02

Temasek's SeaTown to Raise Funds from Private Investors

SeaTown Holdings, an indirect subsidiary of Singapore's state-owned investment company Temasek Holdings, is raising funds for its private capital fund from private investors for the first time.

The fund-raising, targeting mass-affluent investors in Singapore, is via a tie-up with digital wealth-management platform Kristal.AI, which will fractionalize the minimum investment, the platform said in a press release Wednesday.

The tie-up is the first chance for private investors to access Temasek's and SeaTown's deal flow, the release said. Temasek is one of the most prolific deal-makers globally among its sovereign-linked and sovereign wealth fund peers; its investments have included marquee plays such as early moves into Grab, Alibaba, Airbnb, Uber and Tokopedia.

$1 Billion Commitment

SeaTown and Temasek have committed $1 billion to the fund, with SeaTown expecting to raise another $200 million to $300 million from external

March 23, 2022 ONLINE

FINEWS (56-000)

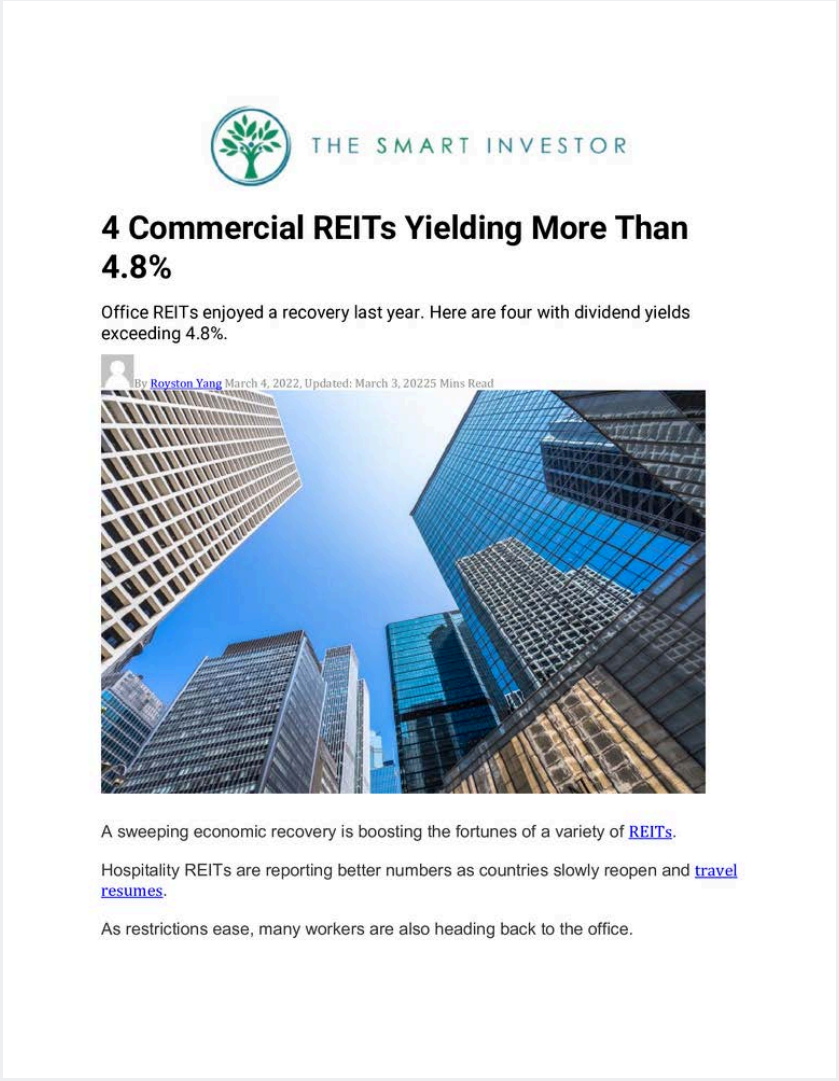
finews.asia/finance/36562-embargo-tem...

Monthly Visits **48.8K**

Monthly Visits

The Smart Investor

Investing Strategy Smart Thought Of The Week: Parabolic David KuoMarch 8, 2022 REITs 2 Stocks That Will Make Your CPF Investment Account Work Harder for You...



THE SMART INVESTOR

4 Commercial REITs Yielding More Than 4.8%

Office REITs enjoyed a recovery last year. Here are four with dividend yields exceeding 4.8%.

By Royston Yang March 4, 2022, Updated: March 3, 20225 Mins Read

A sweeping economic recovery is boosting the fortunes of a variety of REITs.

Hospitality REITs are reporting better numbers as countries slowly reopen and travel resumes.

As restrictions ease, many workers are also heading back to the office.

March 04, 2022 ONLINE

The Smart Investor (56-000)

thesmartinvestor.com.sg/4-commercial-re...

Monthly Visits **18.3K**

Monthly Visits

Telecommuting, which was popular in the last two years, should give way to a new normal where companies will employ hybrid work practices.

These include a combination of physical and online meetings to allow flexibility for employees.

Commercial REITs will likely see better retention rates and occupancy levels as businesses reassess their space requirements.

Here are four such REITs that sport a distribution yield of more than 4.8%.

Manulife US REIT (SGX: BTOU)

Manulife US REIT, or MUST, is an office REIT that owns 12 freehold office properties in seven cities in the US.

The portfolio has an aggregate net lettable area of 5.4 million square feet and is valued at US$2.2 billion as of 31 December 2021.

For its fiscal 2021 (FY2021), gross revenue fell by 4.7% year on year to US$185.1 million while net property income (NPI) declined by 5.4% year on year to US$109.5 million.

NPI declined due to rental abatements provided in the first half of 2021 (1H2021) as well as lower car park and rental income.

Distribution per unit (DPU) for FY2021 dipped by 5.5% year on year to US$0.0533.

At MUST's last traded unit price of US$0.645, its units provided a historical distribution yield of 8.3%.

Despite the fall in NPI and DPU, MUST's portfolio occupancy remained high at 92.3%.

The REIT's gearing stood at 42.8% as of 31 December with the cost of debt at 2.82%.

MUST had just acquired three properties in FY2021 for a 2.8% accretion to DPU, and reports signs of improvement in 2H2021 with higher net effective rent of US$39.26.

CapitaLand Integrated Commercial Trust (SGX: C38U)

CapitaLand Integrated Commercial Trust, or CICT, invests in both commercial and retail assets in Singapore and Germany.

Its portfolio comprises 21 properties in Singapore and two in Frankfurt, Germany. Total assets under management stood at S$22.5 billion as of 31 December 2021.

Gross revenue surged by 75% year on year to S$1.3 billion while NPI soared by 85.5% year on year to S$951 million.

The stronger showing was due to the merger between CapitaLand Mall Trust and CapitaLand Commercial Trust in 2020.

DPU increased by 19.7% year on year to S$0.104.

The trailing distribution yield stood at 4.9%.

CICT's committed portfolio occupancy stood healthy at 93.9%, with tenant sales for its retail component up by 12.2% year on year.

The REIT's latest 51-storey integrated development, CapitaSpring, saw 93% of its workspace and the net lettable area being committed as of February 2022.

Elite Commercial REIT (SGX: MXNU)

Elite Commercial REIT is a UK-focused REIT with a portfolio of 155 commercial buildings worth around £500.1 million.

Its portfolio is primarily occupied by the Department for Work and Pensions (DWP), the UK's largest public service department.

For FY2021, Elite reported revenue of £34.7 million and a DPU of £0.0543.

Elite's units provided a distribution yield of 8.5% at its last traded unit price of £0.64.

The REIT's gearing ratio stood at 42.4% with a low borrowing cost of 2% and interest coverage of six times.

The portfolio enjoyed full occupancy as of 31 December 2021.

Elite's leases have built-in rental escalation clauses that kick in from April 2023, providing organic growth for its rental income.

The REIT recently removed lease break options on 100 of its properties that affect around 47% of the REIT's gross rental income.

This move provides more certainty to investors that DWP will not exercise the option to terminate its lease before it is due for renewal in March 2028.

Prime US REIT (SGX: OXMU)

Prime US REIT owns a high-quality portfolio of 14 Class A freehold office properties in the US.

The portfolio is valued at US$1.65 billion as of 31 December 2021.

For FY2021, NPI inched up by 6% year on year to US$100.7 million.

DPU, however, declined slightly by 2.3% year on year to US$0.0678.

Prime US REIT's units offer a trailing distribution yield of 8.9%.

The commercial REIT has aggregate leverage of 33.5% with an effective interest rate of 2.7%.

For the fourth quarter of FY2021, the REIT enjoyed a positive rental reversion of 7.8%.

The REIT manager foresees job growth in 2022 and increased consumer activity which will benefit the REIT's prospects this year.

Get Smart: Passive income for life

A high distribution yield has its merits.

However, at The Smart Dividend Portfolio, we prefer sustainable yields to high yields.

That's because we believe that investors should attempt to build a portfolio that can pay you for life.

As such, we think that you should think beyond the headline yield and consider whether the REIT can sustain its distribution yields.

Do these REITs have a portfolio of great assets that can attract strong tenants and generate valuable rental income for the trust?

In essence, these will be the questions we will be asking, and you should too.

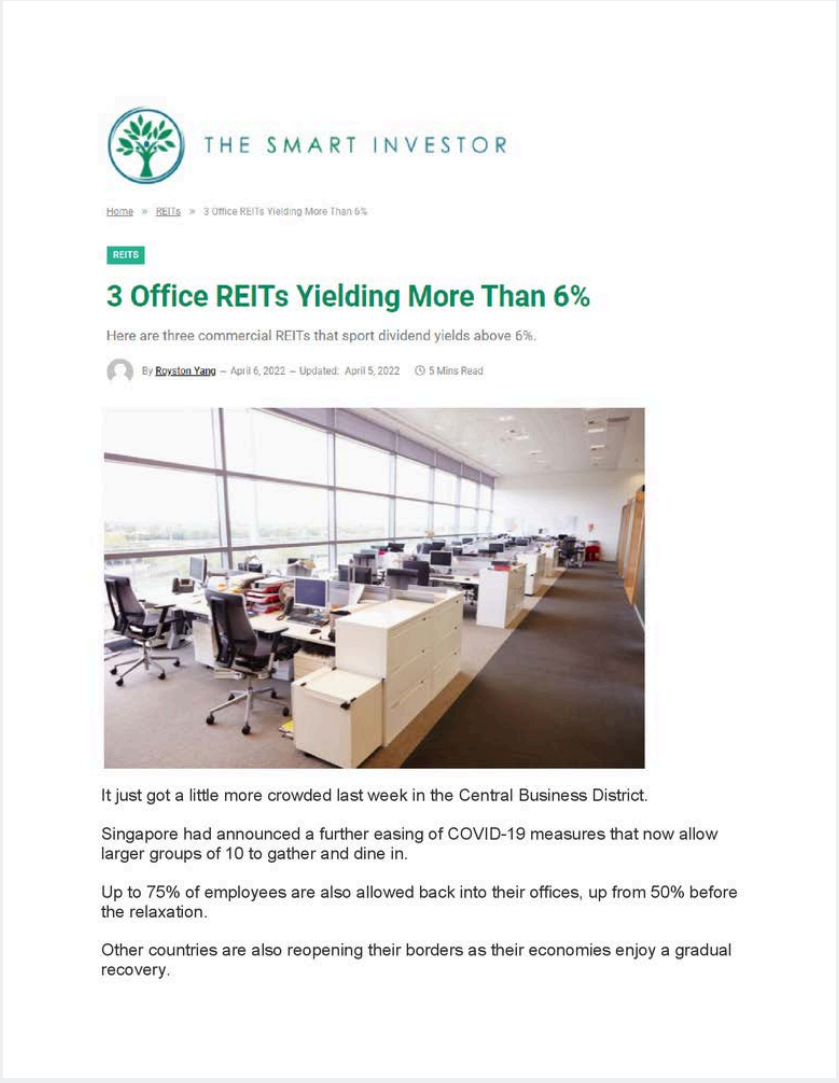
Dividend-seeking investors alert! 2022 is promising to be a year where dividends are set to increase as businesses shake off the worst of the downturn and companies that previously held back are now free to resume their payments. Want to know which are the stocks poised to do well next year? Download our special FREE report, *Top 9 Dividend Stocks for 2022 – and 3 Tactical Shifts to Maximise Your Profits*! Get an early start to 2022 by CLICKING HERE now!

Follow us on Facebook and Telegram for the latest investing news and analyses!

Disclaimer: Royston Yang does not own shares in any of the companies mentioned.

The Smart Investor

Investing Strategy Smart Thought Of The Week: Parabolic David KuoMarch 8, 2022 REITs 2 Stocks That Will Make Your CPF Investment Account Work Harder for You...



THE SMART INVESTOR

Home » REITs » 3 Office REITs Yielding More Than 6%

REITS

3 Office REITs Yielding More Than 6%

Here are three commercial REITs that sport dividend yields above 6%.

By Royston Yapp – April 6, 2022 – Updated: April 5, 2022 5 Mins Read

It just got a little more crowded last week in the Central Business District.

Singapore had announced a further easing of COVID-19 measures that now allow larger groups of 10 to gather and dine in.

Up to 75% of employees are also allowed back into their offices, up from 50% before the relaxation.

Other countries are also reopening their borders as their economies enjoy a gradual recovery.

April 06, 2022 ONLINE

The Smart Investor (56-000)

thesmartinvestor.com.sg/3-office-reits-yiel...

Monthly Visits **6.63K**

Monthly Visits

The pandemic had pushed businesses to pivot towards remote work, making telecommuting the norm.

But with the opening up of the economy, demand for office space should rise in tandem as businesses welcome staff back into the office for brainstorming and collaborative projects.

Commercial REITs stand to benefit from this trend.

Here are three promising office REITs that are paying out a distribution yield of 6% or more

Manulife US REIT (SGX: BTOU)

Manulife US REIT is a US office REIT that owns a portfolio of 12 freehold office properties in seven states in the US.

The portfolio has a net lettable area (NLA) of 5.4 million square feet and is valued at US$2.2 billion as of 31 December 2021.

For its fiscal 2021 (FY2021), Manulife US REIT reported a 4.7% year on year dip in gross revenue to US$185.1 million.

The decline was due to lower rental income from higher vacancies, lower car park income, and higher amounts of rental abatement doled out to tenants.

Net property income (NPI) fell by 5.4% year on year to US$109.5 million while distribution per unit (DPU) slid 5.5% year on year to US$0.0533.

At the REIT's last traded unit price of US$0.675, the DPU represents a historical yield of around 7.9%.

Despite the fall in NPI and DPU, Manulife US REIT continued to register healthy occupancy of 92.3%.

Gearing stood at 42.8% with a cost of debt of 2.8% as of 31 December 2021.

The REIT had just acquired three properties worth around US$202 million that should add 2.8% to its DPU moving forward.

The US office market is seeing a strong recovery in the fourth quarter of 2021, with both base and net rents on an upward trend.

Valuation for the REIT's portfolio of properties also turned positive for the first time since the pandemic broke out in early 2020.

Prime US REIT (SGX: OXMU)

Prime US REIT owns income-producing office properties in the US.

It has a portfolio of 14 freehold office properties located in 13 markets in the US, with a total valuation of US$1.65 billion as of 31 December 2021.

Gross revenue for FY2021 increased by 9.2% year on year to US$156.7 million while NPI rose by 6% year on year to US$100.7 million.

The better performance was due to contributions from acquisitions of Sorrento Towers in San Diego and One Town Center in Boca Raton.

However, DPU dipped by 2.3% year on year to US$0.0678 as positive rental reversions were offset by lower occupancy.

The REIT provides a distribution yield of 8.9% based on its last traded unit price of US$0.76.

Aggregate leverage stood at 37.9% with a weighted average interest rate of 3%.

Portfolio occupancy remained healthy at 90.5%, above the average Class A US office occupancy rate of 83.5%.

Prime US REIT has plans for asset enhancement initiatives and also enjoys ample liquidity with undrawn debt facilities of over US$230 million.

OUE Commercial REIT (SGX: TS0U)

OUE Commercial REIT, or OUECR, is a commercial cum hospitality REIT that owns seven properties in Singapore (6) and Shanghai, China (1).

The REIT has total assets worth S$5.8 billion as of 31 December 2021 with more than 2.1 million square feet in NLA.

For FY2021, revenue declined by 14.4% year on year to S$249.9 million while NPI fell by 11.9% year on year to S$204.2 million.

DPU, however, climbed by 7% year on year to S$0.026.

OUECR's historical distribution yield stands at 6.2% based on its last traded unit price of S$0.42.

The committed occupancy for its office properties stood at 91.2% with passing rents moving upwards year on year in December 2021.

For its hospitality segment, the fourth quarter of 2021 saw revenue per available room (RevPAR) increase by 23% from the previous quarter to S$113.

Gearing for OUECR stood at 38.7% with an average cost of debt of 3.2%.

The reopening of borders should benefit its Hilton Singapore Orchard property, which officially reopened in February this year.

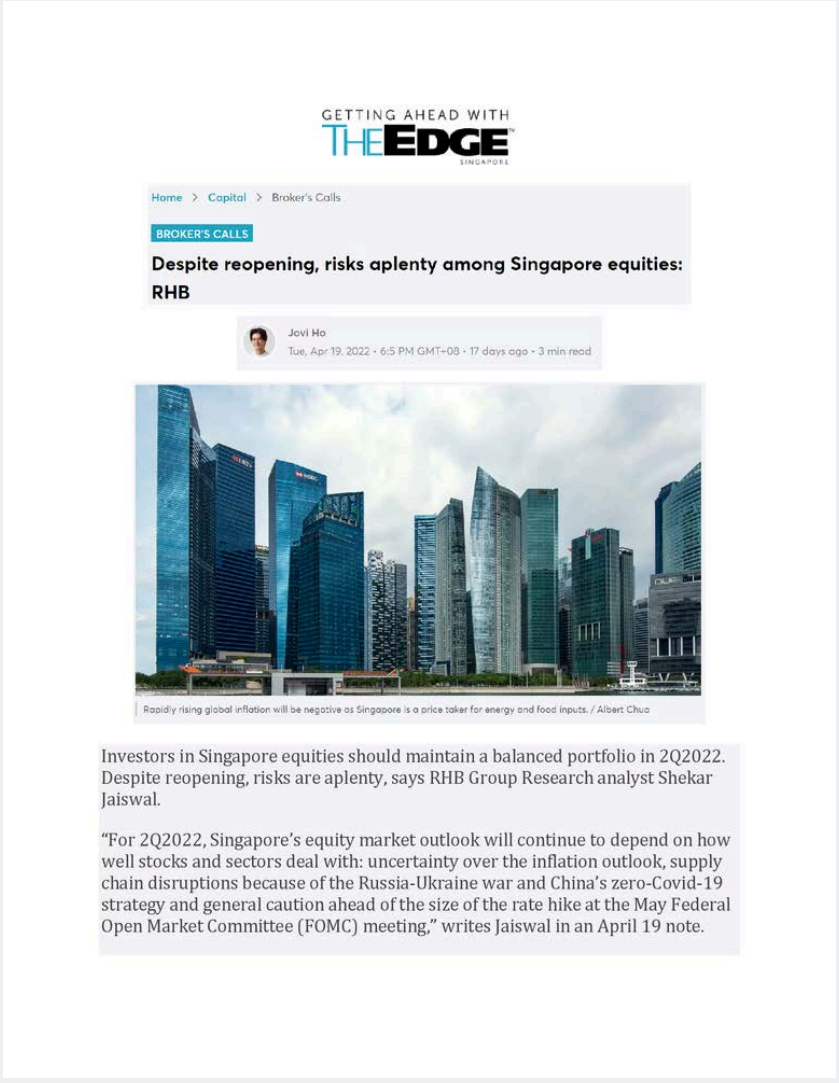
With safe management measures easing, committed occupancy for OUECR's commercial properties should also enjoy gradual improvement.

Not sure which REIT to put your money in? Use our 7-step REIT checklist to find one that fits into your retirement plan. Checklist is inside our latest FREE report "Singapore REITs Retirement Plan". Click here to download it now.

Follow us on Facebook and Telegram for the latest investing news and analyses!

Disclaimer: Royston Yang does not own shares in any of the companies mentioned.

The Edge Singapore



GETTING AHEAD WITH THE EDGE SINGAPORE

Home > Capital > Broker's Calls

BROKER'S CALLS

Despite reopening, risks aplenty among Singapore equities: RHB

Jovi Ho
Tue, Apr 19, 2022 • 6:5 PM GMT+08 • 17 days ago • 3 min read

Rapidly rising global inflation will be negative as Singapore is a price taker for energy and food inputs. / Albert Chua

Investors in Singapore equities should maintain a balanced portfolio in 2Q2022. Despite reopening, risks are aplenty, says RHB Group Research analyst Shekar Jaiswal.

"For 2Q2022, Singapore's equity market outlook will continue to depend on how well stocks and sectors deal with: uncertainty over the inflation outlook, supply chain disruptions because of the Russia-Ukraine war and China's zero-Covid-19 strategy and general caution ahead of the size of the rate hike at the May Federal Open Market Committee (FOMC) meeting," writes Jaiswal in an April 19 note.

April 19, 2022 ONLINE

The Edge Singapore (56-000)

theedgesingapore.com/capital/brokers-c...

Monthly Visits **117K**

Monthly Visits

Jaiswal recommends a barbell portfolio strategy, with a mix of growth and defensive stocks. These include large-cap picks Ascendas REIT, City Developments, DBS Group, Genting Singapore, OCBC, SingTel, ST Engineering, Suntec REIT, Thai Beverage, UOB and Wilmar.

Among the small- and mid-cap names on the Singapore Exchange (SGX) Jaiswal recommends Bumitama Agri, ComfortDelGro, ESR REIT, HRnetGroup, Kimly, Prime US REIT and Raffles Medical.

Singapore's commitment to live with Covid-19, as well as to keep the economy and borders open, should boost corporate earnings, says Jaiswal. "We see banks, consumer, healthcare, industrials, transport, telecommunications and hospitality as key beneficiaries."

See also: Analysts continue to like AEM's prospects following Intel news; UOBKH initiates 'buy'

However, there are growing downside risks, he adds. "A prolonged conflict between Russia and Ukraine risks dragging Europe into recession. This will be negative for Singapore, as c.8% of its trade is exposed to the EU. Rapidly rising global inflation will be negative as well, as the country is a price taker for energy and food inputs. China's zero-Covid-19 strategy could further disrupt the supply chain and lead to slower economic GDP growth. This will have a trickle-down effect on the rest of the Asian economies as well."

Jaiswal sets out the themes for the second quarter, which are to buy the beneficiaries of the rising interest rates cycle, continue exposure to economic reopening plays, buy beneficiaries or stocks that are defensive against rising inflation and buy defensive stocks that will deliver EPS and DPS growth, net margin expansion and ROE improvement, along with buying REITs that are defensive, and those that will benefit from the reopening of the economy.

Jaiswal's earnings outlook indicates growth in 2022. "While the outlook remains uncertain, the consensus is forecasting 16% EPS growth for the STI in 2022 (RHB estimate: 15%)."

The Straits Times Index's (STI) valuation has caught up with the rest of Asia, says Jaiswal. The STI has delivered 6.8% year-to-date returns, exceeded only by Indonesia's Jakarta Composite Index (JCI).

See also: [Analysts positive on Mapletree Logistics Trust despite occupancy level dip]

Jaiswal writes: "While we remain constructive on the STI delivering positive returns in 2022, an upward move hereon will be a slow grind, as investors assess the impact of growing risks. The index's 12.8x forward P/E is below its historical average and it is the second-lowest amongst the Asean indices. However, its P/E has finally caught up with the rest of Asia."

He adds: "With the expectation of GDP growth slowing in 2Q2022 amidst rising downside risks, the STI's returns for the rest of 2022 could be stuck in the mid-to low single digits."

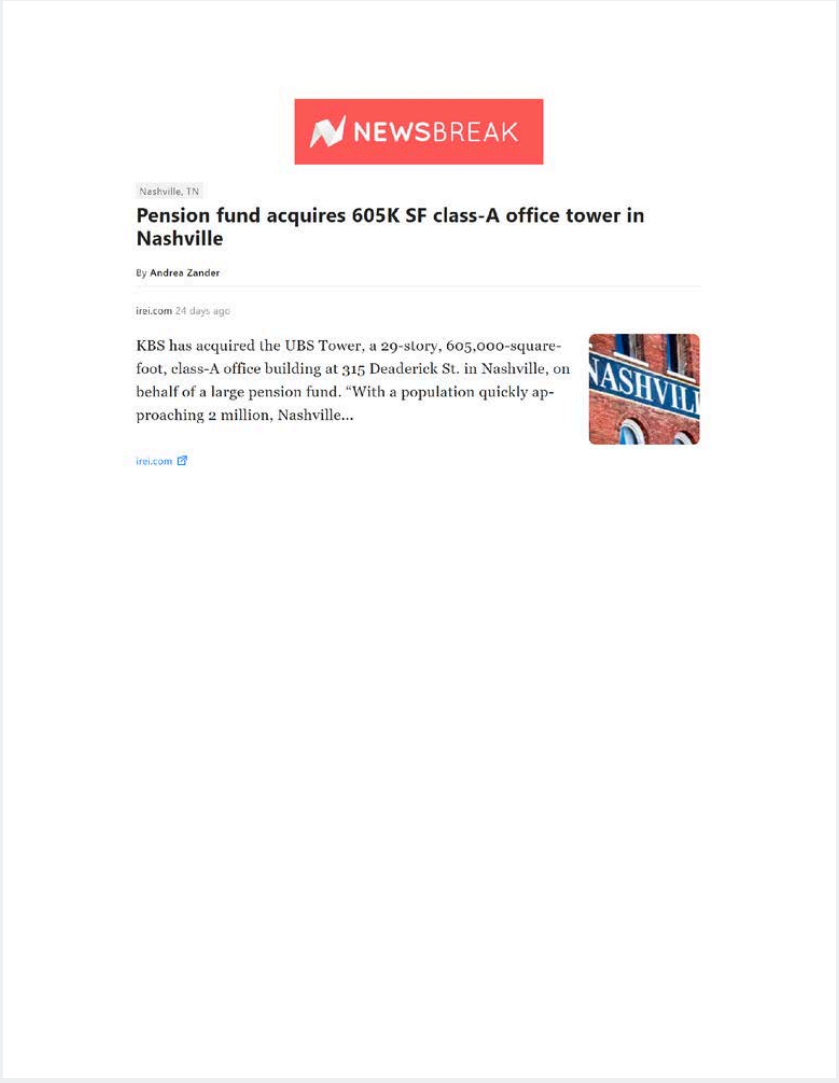
Jaiswal holds an end-2022 STI target of 3,460 points.

The STI closed 4.06 points higher, or 0.12% up, at 3,307.13 points on April 19.

Photo: Albert Chua

NewsBreak

NewsBreak provides latest and breaking Ashburn, VA local news, weather forecast, crime and safety reports, traffic updates, event notices, sports, entertainment, local life...



NEWSBREAK

Nashville, TN

Pension fund acquires 605K SF class-A office tower in Nashville

By Andrea Zander

irei.com 24 days ago

KBS has acquired the UBS Tower, a 29-story, 605,000-square-foot, class-A office building at 315 Deaderick St. in Nashville, on behalf of a large pension fund. "With a population quickly approaching 2 million, Nashville...

irei.com

April 11, 2022 ONLINE

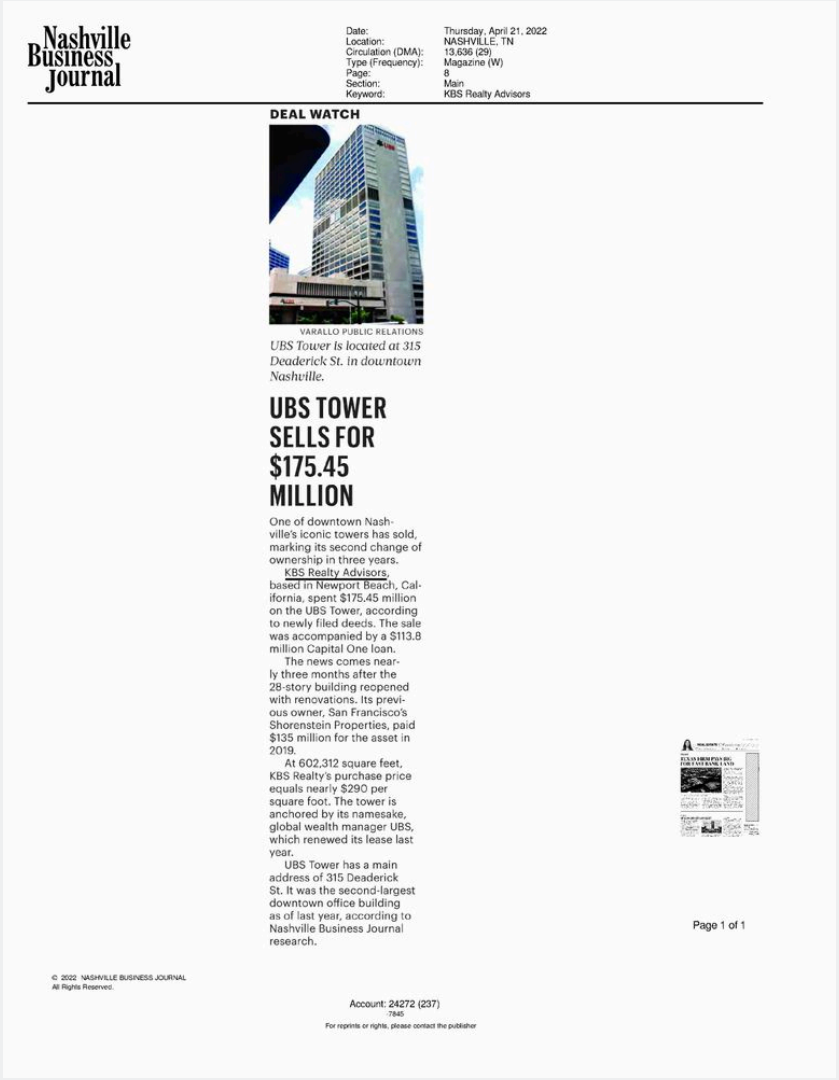
NewsBreak (56-01407)

newsbreak.com/news/2569241572605/p...

Monthly Visits **2.53M**

Monthly Visits

Nashville Business Journal



Nashville Business Journal

Date: Thursday, April 21, 2022
Location: NASHVILLE, TN
Circulation (DMA): 13,636 (29)
Type (Frequency): Magazine (W)
Page: 8
Section: Main
Keyword: KBS Realty Advisors

DEAL WATCH

VARALLO PUBLIC RELATIONS

UBS Tower is located at 315 Deaderick St. in downtown Nashville.

UBS TOWER SELLS FOR $175.45 MILLION

One of downtown Nashville's iconic towers has sold, marking its second change of ownership in three years.

KBS Realty Advisors, based in Newport Beach, California, spent $175.45 million on the UBS Tower, according to newly filed deeds. The sale was accompanied by a $113.8 million Capital One loan.

The news comes nearly three months after the 28-story building reopened with renovations. Its previous owner, San Francisco's Shorenstein Properties, paid $135 million for the asset in 2019.

At 602,312 square feet, KBS Realty's purchase price equals nearly $290 per square foot. The tower is anchored by its namesake, global wealth manager UBS, which renewed its lease last year.

UBS Tower has a main address of 315 Deaderick St. It was the second-largest downtown office building as of last year, according to Nashville Business Journal research.

Page 1 of 1

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Account: 24272 (237)
7845

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April 21, 2022 PRINT

Nashville Business Journal (56-01407)

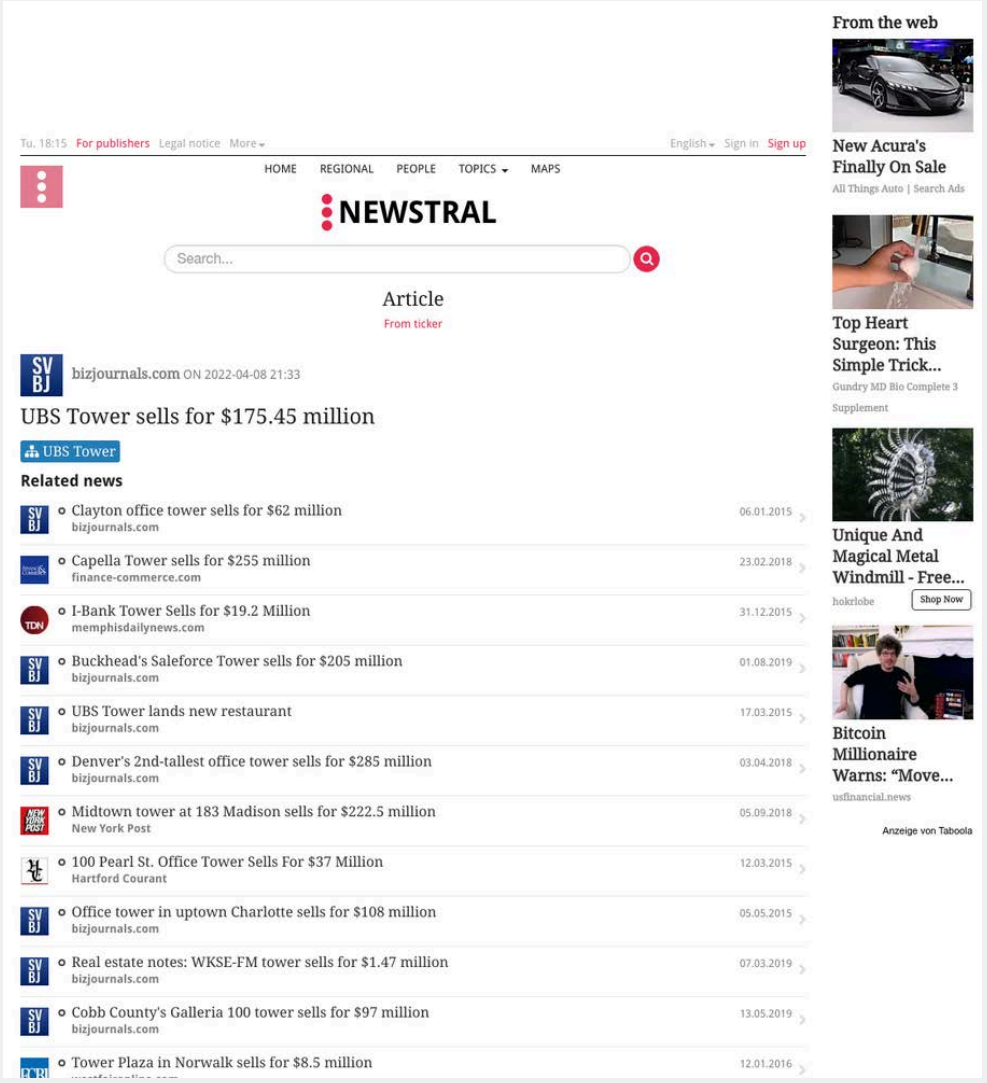
bizjournals.com/nashville/news/2022/04/...

Monthly Visits **13.6K**

Monthly Visits

Newstral

Aktueller Überblick deutschsprachiger und internationaler Medien. Die wichtigesten Schlagzeilen übersichtlich und personalisierbar auf einer Seite.



April 08, 2022 ONLINE

Newstral (56-01407)

newstral.com/en/article/en/1218243823/u...

Monthly Visits **353K**

Monthly Visits

WKRN

Nashville News, Weather, and Sports

April 12, 2022 ONLINE

WKRN (56-01407)

wkrn.com/video/historic-downtown-high-r...

Monthly Visits **409K**

Monthly Visits

Nashville Business Journal

Nashville Business Journal

Date: Thursday, April 14, 2022
Location: NASHVILLE, TN
Circulation (DMA): 13,636 (29)
Type (Frequency): Magazine (W)
Page: 24,25
Section: Main
Keyword: McEwen Building

24 NASHVILLE BUSINESS JOURNAL

THE LIST **FUTURE OF** COMMERCIAL REAL ESTATE

BRENTWOOD/COOL SPRINGS OFFICE BUILDINGS

RANKED BY GROSS LEASABLE AREA (IN SQUARE FEET) (Nos. 1 through 12)

1 Nissan North America
1 Nissan Way
Franklin, TN 37067
Total square footage (gross leasable area): 548,338
Type: Class A
Rate per square foot: NA
Available square footage: 0
Percent leased: 100%
Year built: 2008
Listing firm: NA

2 Carothers Building
9009 Carothers Pkwy.
Franklin, TN 37067
Total square footage (gross leasable area): 534,414
Type: Class A
Rate per square foot: $28.50
Available square footage: 202,858
Percent leased: 91%
Year built: 1997
Listing firm: Cushman & Wakefield

3 AT&T
401 Franklin Rd.
Brentwood, TN 37027
Total square footage (gross leasable area): 347,515
Type: Class B
Rate per square foot: NA
Available square footage: 0
Percent leased: 100%
Year built: 1975
Listing firm: NA

4 American General Center
2000 American General Way
Brentwood, TN 37027
Total square footage (gross leasable area): 322,348
Type: Class B
Rate per square foot: NA
Available square footage: 0
Percent leased: 100%
Year built: 1998
Listing firm: NA

5 Cool Springs Commons I & II
7100 Commerce Way
Brentwood, TN 37027
Total square footage (gross leasable area): 301,697
Type: Class A
Rate per square foot: NA
Available square footage: 227,662
Percent leased: 25%
Year built: 1983
Listing firm: Cushman & Wakefield

6 Two Franklin Park
6700 Tower Cir.
Franklin, TN 37067
Total square footage (gross leasable area): 298,710
Type: Class A
Rate per square foot: $37.50
Available square footage: 71,675
Percent leased: 97%
Year built: 2017
Listing firm: Boyle Investment Co.

7 One Franklin Park
6100 Tower Cir.
Franklin, TN 37067
Total square footage (gross leasable area): 272,720
Type: Class A
Rate per square foot: $37.50
Available square footage: 63,661
Percent leased: 98%
Year built: 2014
Listing firm: Boyle Investment Co.

8 Cool Springs V - Healthways Building
701 Cool Springs Blvd.
Franklin, TN 37067
Total square footage (gross leasable area): 263,598
Type: Class A
Rate per square foot: NA
Available square footage: 162,318
Percent leased: 100%
Year built: 2007
Listing firm: Highwoods Properties

9 Tractor Supply
5401 Virginia Way
Brentwood, TN 37027
Total square footage (gross leasable area): 260,000
Type: Class A
Rate per square foot: NA
Available square footage: 0
Percent leased: 100%
Year built: 2014
Listing firm: NA

10 Mars Petcare U.S.
2013 Ovation Pkwy.
Franklin, TN 37067
Total square footage (gross leasable area): 223,700
Type: Class A
Rate per square foot: NA
Available square footage: 0
Percent leased: 100%
Year built: 2013
Listing firm: NA

11 Cool Springs II
730 Cool Springs Blvd.
Franklin, TN 37067
Total square footage (gross leasable area): 209,259
Type: Class A
Rate per square foot: $32.00
Available square footage: 17,402
Percent leased: 98%
Year built: 2021
Listing firm: Highwoods Properties

12 CHS Building
4000 Meridian Blvd.
Franklin, TN 37067
Total square footage (gross leasable area): 209,055
Type: Class A
Rate per square foot: NA
Available square footage: 0
Percent leased: 100%
Year built: 2006
Listing firm: Boyle Investment Co.

SOURCE: Colliers International-Nashville
NOTES: Information listed is as of March 2022 and does not include buildings under construction not yet fully leased. Rate per square foot listed is the average weighted rent. NAV refers to a triple net lease where the tenant pays for property expenses including real estate taxes, building insurance and maintenance. Available square footage listed reflects the square footage marketed for the property.

Page 1 of 2

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Account: 24272 (231)
7845
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April 14, 2022 PRINT

Nashville Business Journal (56-0534)

Monthly Visits **13.6K**

Monthly Visits

Nashville Business Journal

Date: Thursday, April 14, 2022
Location: NASHVILLE, TN
Circulation (DMA): 13,636 (29)
Type (Frequency): Magazine (W)
Page: 24,25
Section: Main
Keyword: McEwen Building

PRESENTED BY Colliers

BRENTWOOD/COOL SPRINGS OFFICE BUILDINGS

RANKED BY GROSS LEASABLE AREA (IN SQUARE FEET) *(Nos. 13 through 25)*

Compiled by Carol Smith
615-846-4255, @NSHBIZsmith
csmith@bizjournals.com

13 Seven Springs West
340 Seven Springs Way
Brentwood, TN 37027

Total square footage (gross leasable area): 203,000
Type: Class A
Rate per square foot: NA
Available square footage: 145,000
Percent leased: 100%
Year built: 2016
Listing firm: NA

14 Seven Springs East
330 Seven Springs Way
Brentwood, TN 37027

Total square footage (gross leasable area): 202,991
Type: Class A
Rate per square foot: NA
Available square footage: 0
Percent leased: 100%
Year built: 2014
Listing firm: NA

15 Bridge Crossing South
5301 Maryland Way
Brentwood, TN 37027

Total square footage (gross leasable area): 199,194
Type: Class B
Rate per square foot: NA
Available square footage: 0
Percent leased: 100%
Year built: 1989
Listing firm: NA

16 Brentwood Commons
750 Old Hickory Blvd.
Brentwood, TN 37027

Total square footage (gross leasable area): 186,000
Type: Class B
Rate per square foot: $28.74
Available square footage: 77,074
Percent leased: 72%
Year built: 1984
Listing firm: Boyle Investment Co.

17 455 Duke Drive
455 Duke Dr.
Franklin, TN 37067

Total square footage (gross leasable area): 150,147
Type: Class B
Rate per square foot: $30.50
Available square footage: 147,983
Percent leased: 18%
Year built: 2008
Listing firm: NA

18 5000 Meridian Blvd.
5000 Meridian Blvd.
Franklin, TN 37067

Total square footage (gross leasable area): 180,020
Type: Class A
Rate per square foot: $35.00
Available square footage: 24,976
Percent leased: 88%
Year built: 2012
Listing firm: Boyle Investment Co.

19 McEwen Northside - Block B
4031 Aspen Grove Dr.
Franklin, TN 37067

Total square footage (gross leasable area): 190,001
Type: Class A
Rate per square foot: $38.50
Available square footage: 64,160
Percent leased: 62%
Year built: 2020
Listing firm: Boyle Investment Co.

20 Mallory Green
3401 Mallory Ln.
Franklin, TN 37067

Total square footage (gross leasable area): 178,000
Type: Class A
Rate per square foot: $36.00-$37.00
Available square footage: 55,902
Percent leased: 73%
Year built: 2018
Listing firm: CBRE Inc.

21 The McEwen Building
1550 W. McEwen Dr.
Franklin, TN 37067

Total square footage (gross leasable area): 175,262
Type: Class A
Rate per square foot: $37.24
Available square footage: 26,028
Percent leased: 93%
Year built: 2009
Listing firm: Cushman & Wakefield

22 Two Meridian
501 Corporate Centre Dr.
Franklin, TN 37067

Total square footage: 156,886
Type: Class A
Rate per square foot: $19.66
Available square footage: 43,593
Percent leased: 96%
Year built: 1997
Listing firm: Boyle Investment Co.

23 Five Corporate Centre
801 Crescent Centre Dr.
Franklin, TN 37067

Total square footage: 158,082
Type: Class A
Rate per square foot: $31.00
Available square footage: 29,164
Percent leased: 97%
Year built: 1999
Listing firm: Cushman & Wakefield

24 Hill Center Brentwood - Phase I
201 Franklin Rd.
Brentwood, TN 37027

Total square footage: 158,000
Type: Class A
Rate per square foot: NA
Available square footage: 0
Percent leased: 100%
Year built: 2016
Listing firm: Southcoast Venture

25 Bowers Park I
6640 Carothers Pkwy.
Franklin, TN 37067

Total square footage: 157,382
Type: Class A
Rate per square foot: $32.00
Available square footage: 39,277
Percent leased: 79%
Year built: 2006
Listing firm: NA

SOURCE: CoStar, International Asheville
NOTES: Information listed is as of March 2022 and does not include buildings under construction at that time. In case of ties, buildings are listed alphabetically. Rate per square foot listed is the average weighted rent. NNN refers to a triple net lease where the tenant pays for property expenses including real estate taxes, building insurance and maintenance. Available square footage listed reflects the square footage marketed for the property.

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Account: 24272 (231)
7845
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Lake Oswego Review

Date: Wednesday, April 27, 2022
Location: LAKE OSWEGO, OR
Circulation (DMA): 8,000 (21)
Type (Frequency): Newspaper (W)
Page: C1
Section: Business Tribune
Keyword: Meier & Frank Building

Google pledges to invest over $50 million in Oregon this year

Tech giant to add 12,000 U.S jobs, may add two data centers in state

By JULES ROGERS
Pamplin Media Group

Tech giant Google announced April 13 its plans to invest more than $50 million in Oregon during 2022.

In The Dalles, where Google built its first ever data center in 2006, plans include continued investment and future growth. This could include the option for Google to build up to two additional data centers near the existing site under recent agreements with the city of The Dalles and Wasco County, according to the company.

In March 2022, Google opened its expanded office in Portland's Meier & Frank building — an 80,000-square-foot office on two floors. Google began transitioning to a hybrid model for employees to come back into the office starting April 4, according to the company.

"We're excited to see Google welcoming employees back to its office in downtown Portland as it continues its growth here and across our state. Returning workers are critical for the revitalization and vibrancy of our downtown," said Portland Mayor Ted Wheeler. "Google's innovation is part of the engine that powers so many other businesses and industries and we're grateful for their commitment to our region and its future."

This comes as part of the company's plans to invest $9.5 billion in data centers and offices nationally, and create 12,000 jobs at Google according to the company.

Google has been operating in Oregon for more than 15 years already and has created over 200 jobs here. Sundar Pichai is the CEO of Google and parent company Alphabet.

"Google's offices and data centers provide vital anchors to our local communities and help us contribute to their economies. As we embrace more flexibility in how we work, we believe it's more important than ever to invest in our campuses and that doing so will make for better products, a greater quality of life for our employees, and stronger communities," Pichai said.

"That's why we're planning to invest approximately $9.5 billion in U.S. offices and data centers this year, creating more than 12,000 Google jobs in communities across the country," he said.

According to Google's 2021 Economic Impact Report for Oregontoday, the company helped provide $6.2 billion in economic activity for thousands of businesses, publishers and nonprofits in Oregon in 2021.

As part of its new efforts, Google is further committing an additional $185 million to the Opportunity Finance Network grant program and Grow with Google Small Business Fund, which have already delivered more than $15 million in low-interest loans to more than 50 community development financial institutions and others in Oregon, including Black-owned businesses, the company said.

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Account: 24272 (253)
OR-53

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April 27, 2022 PRINT

Lake Oswego Review (56-000)

Lake Oswego Review

Date: Wednesday, April 27, 2022
Location: LAKE OSWEGO, OR
Circulation (DMA): 8,000 (21)
Type (Frequency): Newspaper (W)
Page: C1
Section: Business Tribune
Keyword: Meier & Frank Building

COURTESY PHOTO: BORA ARCHITECTURE

The design of the Meier & Frank Building lobby — the building where Google's downtown Portland offices are located — won two 2019 International Interior Design Association Oregon Design Excellence Awards.

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Nashville Post

NashvillePost

LATEST BUSINESS POLITICS SPORTS MAGAZINE EVENTS

UBS Tower sells for $175.45M

nashvillepost.com · by William Williams · April 8, 2022

Downtown's UBS Tower has sold for $175.45 million approximately three years after it changed ownership hands for $135 million, according to a Davidson County Register of Deeds document.

The new owner of the high-rise — with an address of both 315 Deaderick St. and 300 Union St. — is Newport Beach, California-based KBS. The company also owns an office building located in Cool Springs. KBS has landed a $113.8 million loan from Capitol One, according to separate document.

UBS Tower

April 08, 2022 ONLINE

Nashville Post (56-01407)

nashvillepost.com/business/development...

Monthly Visits **112K**

Monthly Visits

The seller was San Francisco-based real estate investment firm Shorenstein Properties. That entity, as noted, paid $135 million for the building in March 2019. Of note, the seller in that deal, 315 Deaderick Owners LLC, bought the property for a mere $14.5 million in September 2013, a transaction that happened after a failed auction. The LLC would later undertake major upgrades to the high-rise.

In addition to UBS, tenants include various State of Tennessee offices and Jeff Ruby's Steakhouse.

Opened in 1971, the tower spans about 635,000 square feet and rises 28 stories and about 355 feet. It is downtown's second-largest office building (based on square footage), ranking behind only the AT&T Tower (about 766,000 square feet).

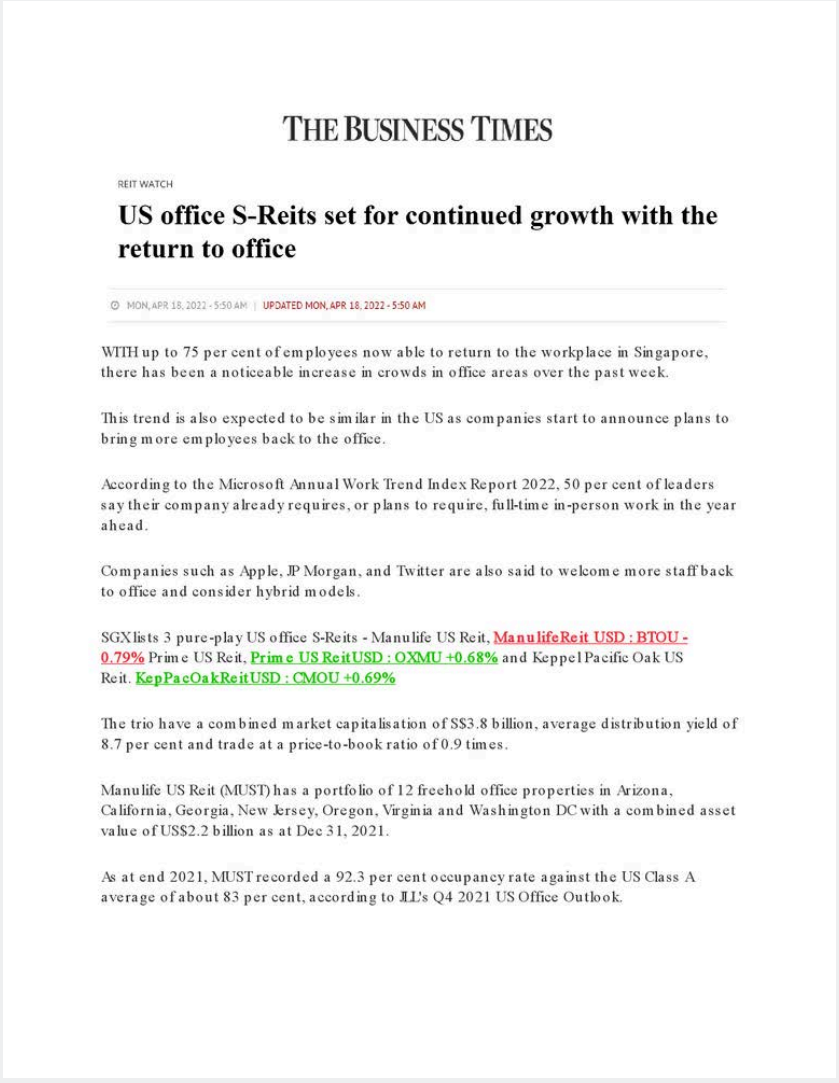
Founded in 1992, KBS has executed transactions involving commercial real estate with a collective estimated value of $44.5 billion. The company lists 57 properties — primarily office buildings in Austin, Charlotte, Dallas, Minneapolis and Raleigh, among other U.S. — on its website.

"With a population quickly approaching two million, Nashville is a vital business, tourism and transportation center," Marc DeLuca, KBS CEO and Eastern regional president, emailed the *Post*. "Nashville boasts a thriving economy that is predicted to see a 3.9 percent growth in employment in 2022. This activity creates numerous office-using jobs and significantly increases the rental growth and demand in the market. Now was the opportune time for us to make this investment."

KBS plans to add a lobby coffee bar, bike room, shower and dog recreation area, a release notes.

Attorneys Bruce Fischer, Tatyana Litovsky, Christine Fan and Howard Chu, and paralegal Amanda Kennedy, of global law firm Greenberg Traurig LLP's Orange County, California office, represented KBS in the acquisition.

Robby Davis, an executive director with the local office of Cushman & Wakefield, represented the seller.



THE BUSINESS TIMES

REIT WATCH

US office S-Reits set for continued growth with the return to office

MON, APR 18, 2022 - 5:50 AM | UPDATED MON, APR 18, 2022 - 5:50 AM

WITH up to 75 per cent of employees now able to return to the workplace in Singapore, there has been a noticeable increase in crowds in office areas over the past week.

This trend is also expected to be similar in the US as companies start to announce plans to bring more employees back to the office.

According to the Microsoft Annual Work Trend Index Report 2022, 50 per cent of leaders say their company already requires, or plans to require, full-time in-person work in the year ahead.

Companies such as Apple, JP Morgan, and Twitter are also said to welcome more staff back to office and consider hybrid models.

SGX lists 3 pure-play US office S-Reits - Manulife US Reit, ManulifeReit USD : BTOU -0.79% Prime US Reit, Prime US ReitUSD : OXMU +0.68% and Keppel Pacific Oak US Reit. KepPacOakReitUSD : CMOU +0.69%

The trio have a combined market capitalisation of S$3.8 billion, average distribution yield of 8.7 per cent and trade at a price-to-book ratio of 0.9 times.

Manulife US Reit (MUST) has a portfolio of 12 freehold office properties in Arizona, California, Georgia, New Jersey, Oregon, Virginia and Washington DC with a combined asset value of US$2.2 billion as at Dec 31, 2021.

As at end 2021, MUST recorded a 92.3 per cent occupancy rate against the US Class A average of about 83 per cent, according to JLL's Q4 2021 US Office Outlook.

April 18, 2022 ONLINE

The Business Times (56-000)

businesstimes.com.sg/companies-market...

Monthly Visits **663K**

Monthly Visits

MUST also noted that 2021 ended on a strong note for the US office segment as transaction volumes increased along with higher leasing activity and strong projections for 12-month rent growth in many markets.

Over the first few months of 2022, MUST also observed higher numbers, signifying that return-to-office is gathering momentum, alongside H2 2021 portfolio valuations turning positive for the first time since the onset of Covid-19.

It believes that office space will remain relevant, as firms are signing longer US office leases which averaged 7.1 years in Q1 2021 and lengthened to 7.8 years in Q4 2021 according to JLL.

Prime US Reit (Prime) has a portfolio of 14 freehold office properties in 13 key US office markets with a total carrying value of US$1.65 billion as at Dec 31, 2021.

It has a portfolio occupancy rate of 90.3 per cent (at end 2021), which is higher than the average US Class A.

Prime anticipates an increase in leasing activity as employees cautiously plan for their return to office.

Its leasing activity in H2 2021 more than doubled that in H1 2021 and rent collections have remained above 99 per cent throughout FY2020 and FY2021.

Prime attributes its resilience to its industry sector diversification, where no single property contributes more than 11.4 per cent of its cash rental income.

It continues to have a focus in growth and established STEM (science, technology, engineering and mathematics) and TAMI (technology, advertising, media and information) sectors.

Keppel Pacific Oak US Reit (KORE) has a portfolio of 15 freehold office buildings and business campuses across 9 key growth markets in the US with a combined asset value of US$1.46 billion.

KORE has a committed portfolio occupancy of 91.9 per cent.

Close to 45 per cent of its portfolio by net lettable area comprises tenants from the growing TAMI, medical and healthcare sectors.

The Reit has observed that the correlation between increasing Covid-19 cases and falling demand for office space has started to diminish.

KORE quoted the CoStar Office National Report December 2021, where close to 100 million sq ft of office space was leased in Q3 2021, an indicator of stabilisation in the US office market. SGXRESEARCH

Lake Oswego Review

Lake Oswego Review

Date: Wednesday, April 27, 2022
Location: LAKE OSWEGO, OR
Circulation (DMA): 8,000 (21)
Type (Frequency): Newspaper (W)
Page: C1
Section: Business Tribune
Keyword: Meier & Frank Building

Google pledges to invest over $50 million in Oregon this year

Tech giant to add 12,000 U.S jobs, may add two data centers in state

By JULES ROGERS
Pamplin Media Group

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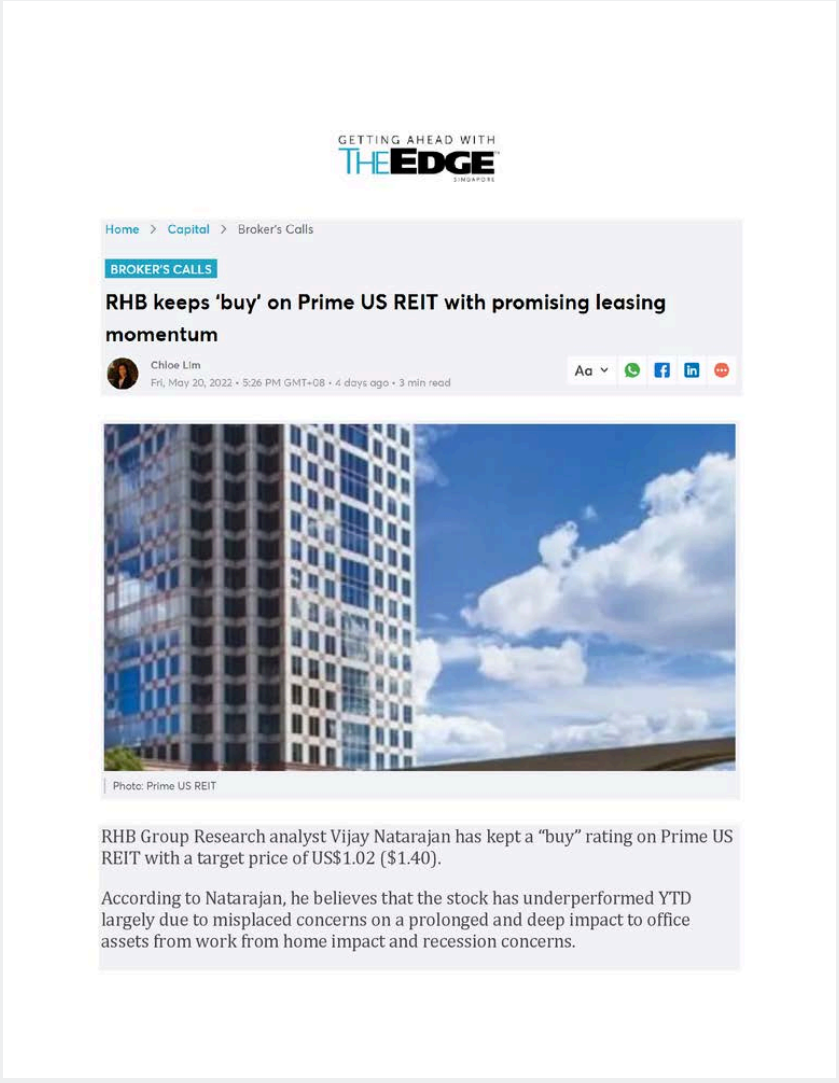
April 27, 2022 PRINT

Lake Oswego Review (56-000)

Monthly Visits **8K**

Monthly Visits

The Edge Singapore



GETTING AHEAD WITH THE EDGE SINGAPORE

Home > Capital > Broker's Calls

BROKER'S CALLS

RHB keeps 'buy' on Prime US REIT with promising leasing momentum

Chloe Lim
Fri, May 20, 2022 • 5:26 PM GMT+08 • 4 days ago • 3 min read

Photo: Prime US REIT

RHB Group Research analyst Vijay Natarajan has kept a "buy" rating on Prime US REIT with a target price of US$1.02 ($1.40).

According to Natarajan, he believes that the stock has underperformed YTD largely due to misplaced concerns on a prolonged and deep impact to office assets from work from home impact and recession concerns.

May 20, 2022 ONLINE

The Edge Singapore (56-000)

theedgesingapore.com/capital/brokers-c...

Monthly Visits **1.79K**

Monthly Visits

"While risks have increased on the back of persistent inflation and ongoing Russia-Ukrainian war, we believe the valuation of 0.8x P/B and 10% yield are unjustified," says the analyst.

Meanwhile, the REIT's operational numbers for 1QFY2022 ended March met Natarajan's expectations, with its estimated distribution per unit (DPU) up 8% y-o-y at 1.79 cents, aided by acquisition contributions, higher parking revenue up 30% y-o-y, rental growth as well as amortisation of lease termination income.

83% of Prime US REIT's portfolio debt remains hedged with a 1% increase in interest rates resulting in a 1.4% impact to DPU. The analyst expects the impact of utility charges to be marginal, as it is mostly recovered from tenants on a usage basis.

Natarajan expects occupancy volatility but leasing momentum remains promising so far. Portfolio occupancy for 1QFY2022 dipped slightly by 0.4 percentage points (ppt) q-o-q to 89.9% but management noted that it has since improved back to more than 90%, with the signing of new leases in 2QFY2022.

Leasing velocity was strong and broad based in 1QFY2022 at approximately 171,000 sq ft of leases signed and additional 46,000 sq ft signed in April in spite of the Omicron wave, displaying healthy demand for its assets, of which 32% of these leases were new leases, higher than 21% for last year which is another sign of tenants returning to market.

However, there also has been a notable occupancy drop in the quarter at Tower 1 at Emeryville where WeWork and another tenant have left the premises. In 2QFY2022 another key tenant, Whitney, Bradley & Brown will leave Reston Square after being acquired.

Management continues to see active interest for vacated spaces in the market and expects overall occupancy to improve by year end barring unforeseen circumstances.

Nonetheless, the analyst believes that positive rent growth will continue, as rent reversion in 1QFY2022 stood at 3.4%, while rent reversion including leases signed in April came in at 6%. Plus, with asking rents still 6% below market, full year rent reversion is believed to remain positive in low to mid-single digits.

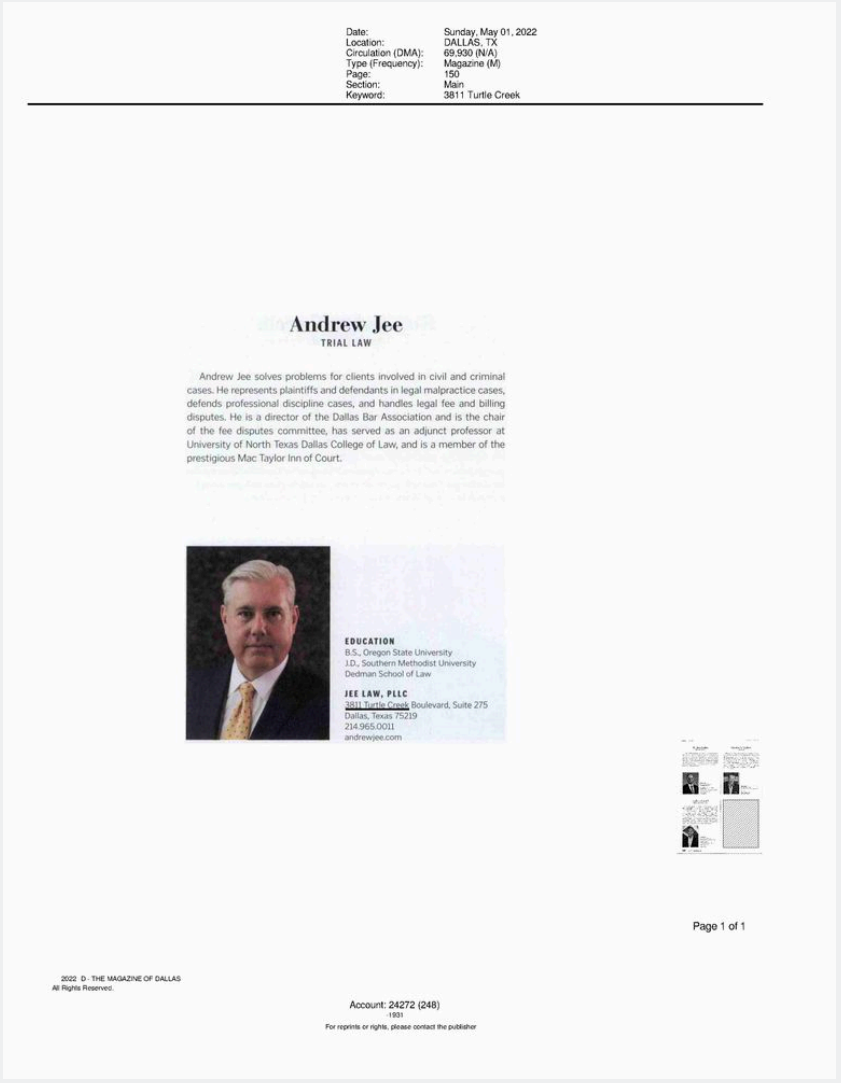
Despite the counter's weak share price, which could affect equity fund raising possibilities, Natarajan believes that acquisitions are still on the table for the

REIT. With a modest gearing of 39.1% and cap rates in target markets still within the range of 5.5-7%, the analyst foresees a possibility of acquisitions in the US$100-200 million range in 2HFY2022, if market conditions stabilise.

As at 4.17pm, units in Prime US REIT are trading flat at US 73 cents at a FY2022 P/B ratio of 0.83x and dividend yield of 10.1%.

Photo: Prime US REIT

Best in Dallas



Date: Sunday, May 01, 2022
Location: DALLAS, TX
Circulation (DMA): 69,930 (N/A)
Type (Frequency): Magazine (M)
Page: 150
Section: Main
Keyword: 3811 Turtle Creek

Andrew Jee
TRIAL LAW

Andrew Jee solves problems for clients involved in civil and criminal cases. He represents plaintiffs and defendants in legal malpractice cases, defends professional discipline cases, and handles legal fee and billing disputes. He is a director of the Dallas Bar Association and is the chair of the fee disputes committee, has served as an adjunct professor at University of North Texas Dallas College of Law, and is a member of the prestigious Mac Taylor Inn of Court.

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Page 1 of 1

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Account: 24272 (248)
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May 01, 2022 PRINT

Best in Dallas (56-000)

Monthly Visits **69.9K**
Monthly Visits

The Edge Singapore

May 11, 2022 ONLINE

The Edge Singapore (56-000)

theedgesingapore.com/capital/results/pri...

Monthly Visits **1.79K**

Monthly Visits

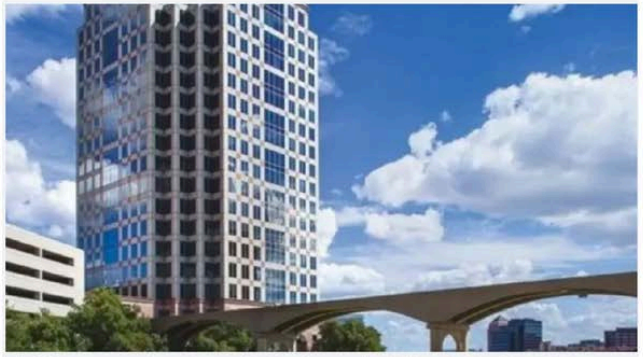
GETTING AHEAD WITH THE EDGE SINGAPORE

Home > Capital > Results

RESULTS

Prime US REIT reports 19.0% higher distributable income of US$20.9 mil for 1QFY2022

Felicia Tan
Wed, May 11, 2022 • 7:39 PM GMT+08 • 5 days ago • 3 min read



The REIT's two new assets, Sorrento Towers and One Town Center contributed to the growth. Photo: Prime US REIT

Prime US REIT has reported distributable income of US$20.9 million ($29.1 million) for the 1QFY2022 ended March, up 19% y-o-y.

The REIT's two new assets, Sorrento Towers and One Town Center contributed to the growth.

For the 1QFY2022, Prime US REIT's gross revenue increased 13.6% y-o-y to US$40.8 million while net property income (NPI) increased 10.4% y-o-y to US$25.4 million.

As at end-March, the REIT reported a slight dip in portfolio occupancy to 89.9% from 90.3% in the previous quarter.

That said, the occupancy rate remains well above the US Class A 4/5 Star office average of 83.3% reported by CoStar as at May 9.

The portfolio maintained strong rent collections of over 99% for the quarter with no deferrals and averaged above 99% through from FY2020 into 1QFY2022

Its weighted average lease expiry (WALE) stood at 4.2 years, with upcoming lease expiries well spread across its portfolio.

In the 1QFY2022, Prime US REITs parking revenues increased by over 30%, in line with the return to the office in the US.

The REIT's strong office leasing momentum continued in the quarter as more tenants made longer-term leasing decisions.

During the quarter, the REIT also saw stronger leasing activity, which more than doubled y-o-y. In the 1QFY2022, the REIT saw 171,747 sq ft of leases executed at a positive rental reversion of 3.4%.

Renewals constituted the majority of the leasing activity for 1Q2022, and the company also executed 55,423 sq ft of new leases from tenants in the established, tech and professional services sectors.

A further 46,000 sq ft of leases have been executed in the 2QFY2022 to date, bringing year-to-date leasing volumes to over 217,000 sq ft, at a cumulative positive rental reversion of 6.0%.

As at end-March, the REIT's gearing stood at 39.1% with debt headroom of US$371 million at a leverage limit of 50% and US$202 million of undrawn facilities.

Its interest coverage stood at 5.2x.

Looking ahead, the REIT manager says it will continue to identify components to support employers' long-term workspace needs. It is also exploring accretive acquisition opportunities in non-gateway and in key US office markets.

"Prime's income resiliency continues to be underpinned by our diversified portfolio in favourable US office markets with strong economic and investment

characteristics, and our focus on key growth technology and established industry sectors," says Barbara Cambon, CEO of the manager.

"As a facilitator of collaborative spaces and growth, we continue to leverage technology and engage in close communications with our tenants to provide safe, healthy and conducive environments to assist their return-to-office. This is progressing well as evidenced by our strong leasing momentum," she adds. "We will continue to pursue accretive acquisitions and attract prospective tenants in growth-oriented urban centres, and we remain committed to delivering long-term sustainable growth to our unitholders and supporting our tenants' long-term workspace needs."

Units in Prime US REIT closed 1.5 US cents higher or 2.11% up at 72.5 US cents on May 11.

Finanzen

Aktien, Aktienkurse, Devisenkurse und Währungsrechner, Rohstoffkurse. Informationen rund um die Börse zu Aktie, Fonds und ETFs. Börsenkurse für Optionsscheine und...

finanzen.net
Entdecke zero

05/20/2022 09:39

Prime US REIT Registered opened the books for the past quarter

On May 19, 2022, Prime US REIT Registered presented the most recent quarterly balance sheet for the quarter ended March 31, 2022.

Revenue was $40.8 million, up 13.65 percent from the same period last year. At that time, USD 35.9 million had been generated.

Editorial office finanzen.net

May 20, 2022 ONLINE

Finanzen (56-000)

finanzen.net/nachricht/aktien/prime-us-rei...

Monthly Visits **1.89M**

Monthly Visits

Singapore Business Review

May 12, 2022 ONLINE

Singapore Business Review (56-000)

sbr.com.sg/commercial-property/news/pri...

Monthly Visits **185K**

Monthly Visits

SINGAPORE BUSINESS REVIEW

NEWS

COMMERCIAL PROPERTY | STAFF REPORTER , SINGAPORE

PUBLISHED: *4 DAYS AGO*

Prime US REIT's net income jumps 10.4% YoY to $35.28m in Q12022

The REIT's new assets, Sorrento Towers and One Town Center, contributed to the growth.

Prime US REIT saw its net income jump by 10.4% YoY to $35.28m (US$25.4m) in Q12022.

The net profit increase has also pushed up the REIT's distributable income by 19.0% YoY to $29.04m (US$20.9m).

The REIT's manager said new assets like Sorrento Towers and One Town Center contributed to the income growth for the quarter.

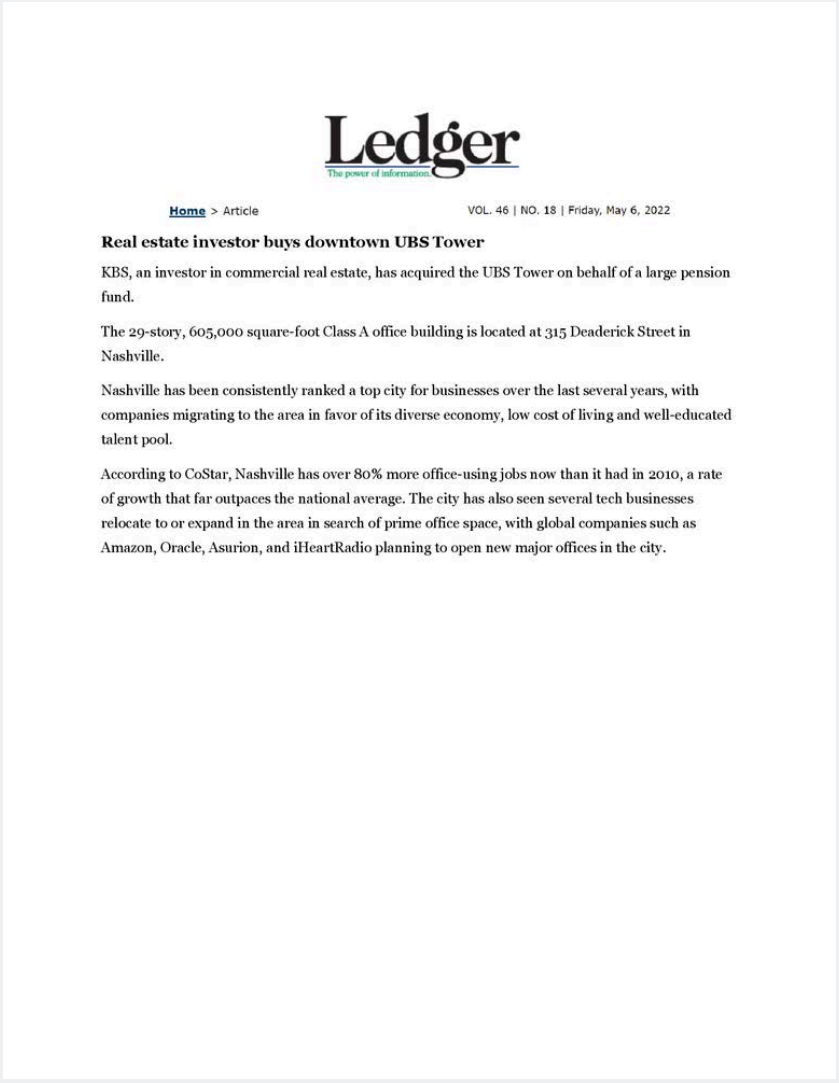
As of 31 March 2021, the REIT's portfolio occupancy was at 89.8% with strong rent collections of over 99%.

Leasing activity also "more than doubled" compared to Q12021, with 171,747 sq ft of leases executed in Q12022 at a positive rental reversion of 3.4%.

Looking ahead, the REIT said it will "look at asset enhancement initiatives that facilitate purpose-focused time in office such as collaboration and social interaction to meet evolving tenant."

1 SGD = 0.72 USD

The Nashville Ledger



Ledger

The power of information.

Home > Article VOL. 46 | NO. 18 | Friday, May 6, 2022

Real estate investor buys downtown UBS Tower

KBS, an investor in commercial real estate, has acquired the UBS Tower on behalf of a large pension fund.

The 29-story, 605,000 square-foot Class A office building is located at 315 Deaderick Street in Nashville.

Nashville has been consistently ranked a top city for businesses over the last several years, with companies migrating to the area in favor of its diverse economy, low cost of living and well-educated talent pool.

According to CoStar, Nashville has over 80% more office-using jobs now than it had in 2010, a rate of growth that far outpaces the national average. The city has also seen several tech businesses relocate to or expand in the area in search of prime office space, with global companies such as Amazon, Oracle, Asurion, and iHeartRadio planning to open new major offices in the city.

May 06, 2022 ONLINE

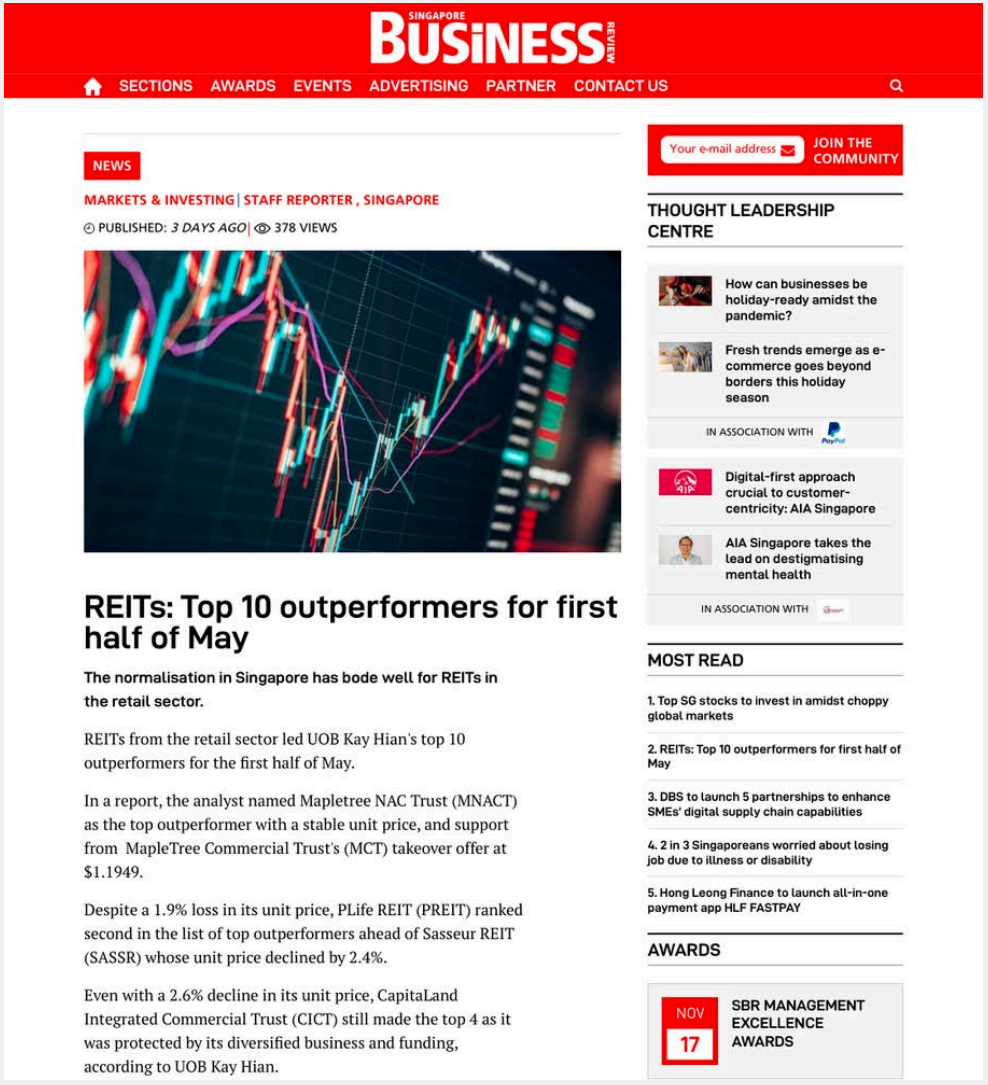
The Nashville Ledger (56-01407)

tnledger.com/editorial/Article.aspx?id=153...

Monthly Visits **2.13K**

Monthly Visits

Singapore Business Review



SINGAPORE BUSINESS REVIEW

SECTIONS AWARDS EVENTS ADVERTISING PARTNER CONTACT US

NEWS

MARKETS & INVESTING | STAFF REPORTER , SINGAPORE

PUBLISHED: *3 DAYS AGO* | 378 VIEWS

REITs: Top 10 outperformers for first half of May

The normalisation in Singapore has bode well for REITs in the retail sector.

REITs from the retail sector led UOB Kay Hian's top 10 outperformers for the first half of May.

In a report, the analyst named Mapletree NAC Trust (MNACT) as the top outperformer with a stable unit price, and support from MapleTree Commercial Trust's (MCT) takeover offer at $1.1949.

Despite a 1.9% loss in its unit price, PLife REIT (PREIT) ranked second in the list of top outperformers ahead of Sasseur REIT (SASSR) whose unit price declined by 2.4%.

Even with a 2.6% decline in its unit price, CapitaLand Integrated Commercial Trust (CICT) still made the top 4 as it was protected by its diversified business and funding, according to UOB Kay Hian.

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5. Hong Leong Finance to launch all-in-one payment app HLF FASTPAY

AWARDS

NOV 17 SBR MANAGEMENT EXCELLENCE AWARDS

May 20, 2022 ONLINE

Singapore Business Review (56-000)

sbr.com.sg/markets-investing/news/reits-t...

Monthly Visits **129K**

Monthly Visits

Best in Dallas

Date: Sunday, May 01, 2022
Location: DALLAS, TX
Circulation (DMA): 69,930 (N/A)
Type (Frequency): Magazine (M)
Page: 108
Section: Main
Keyword: Highland Park Place

Frank L. Branson

CATASTROPHIC PERSONAL INJURY

Inducted into *D Magazine*'s inaugural Best Lawyers in Dallas Hall of Fame this year, Texas trial lawyer Frank Branson has successfully represented individuals in almost every type of truck and transportation accident, as well as pipeline explosions, worksite accidents, and product defect disputes.

Branson and his team of battle-tested trial lawyers have secured a long string of outcomes memorialized in *VerdictSearch*'s record books, including six of the state's largest jury verdicts since 2007. Those record verdicts and settlements include headline-grabbing disputes over dangerous products, hazardous construction sites, tragedies caused by negligent trucking and transportation companies, and a group of psychiatric hospitals keeping patients against their will.

This is a firm that individuals turn to when there is seemingly no one else to help. It's a firm that other lawyers turn to for assistance with their most challenging and high-stakes cases.

In the course of his career, Branson has earned some of the legal profession's highest honors. He is the recipient of the 2021 Ronald D. Secrest Outstanding Trial Lawyer Award from the Texas Bar Foundation for high ethical and moral standards and exceptional professional conduct. He has been recognized by the *National Law Journal* and the Elite Trial Lawyers in 2012, 2019, and 2020 and was named among the organizations' 50 Most Influential Lawyers in the U.S. in 2019. Branson has been honored among the *Super Lawyers* Top 10 in Texas every year since 2007 by Thomson Reuters and included among *Texas Lawdog*'s "Lions of the Bar." In recent years, he's received three separate Living Legends recognitions by the Texas Trial Lawyers, the Dallas Bar Association, and the Dallas Trial Lawyers Association. *Texas Lawyer* has recognized him as one of its "Go-To" trial lawyers, and he was inducted into the *VerdictSearch* Hall of Fame in 2013. In 2021, he was inducted into the Lawdragon Hall of Fame.

Branson's dedication to clients and commitment to the legal profession's highest ethical standards have spurred corporations to take responsibility for their dangerous products and practices and levelled the playing field for injured people seeking justice. Repeat selection by peers to *D Magazine*'s Best Lawyers in Dallas is a reflection of a career devoted to those ideals.

At the core of this firm's work is a conviction that lawyers can make a difference in their clients' lives through tenacity, imagination, experience, and devotion to their cases.

THE LAW OFFICES OF FRANK L. BRANSON
Highland Park Place
Suite 1800 | 4514 Cole Avenue
Dallas, Texas 75205 | 214.522.0200

flbranson.com

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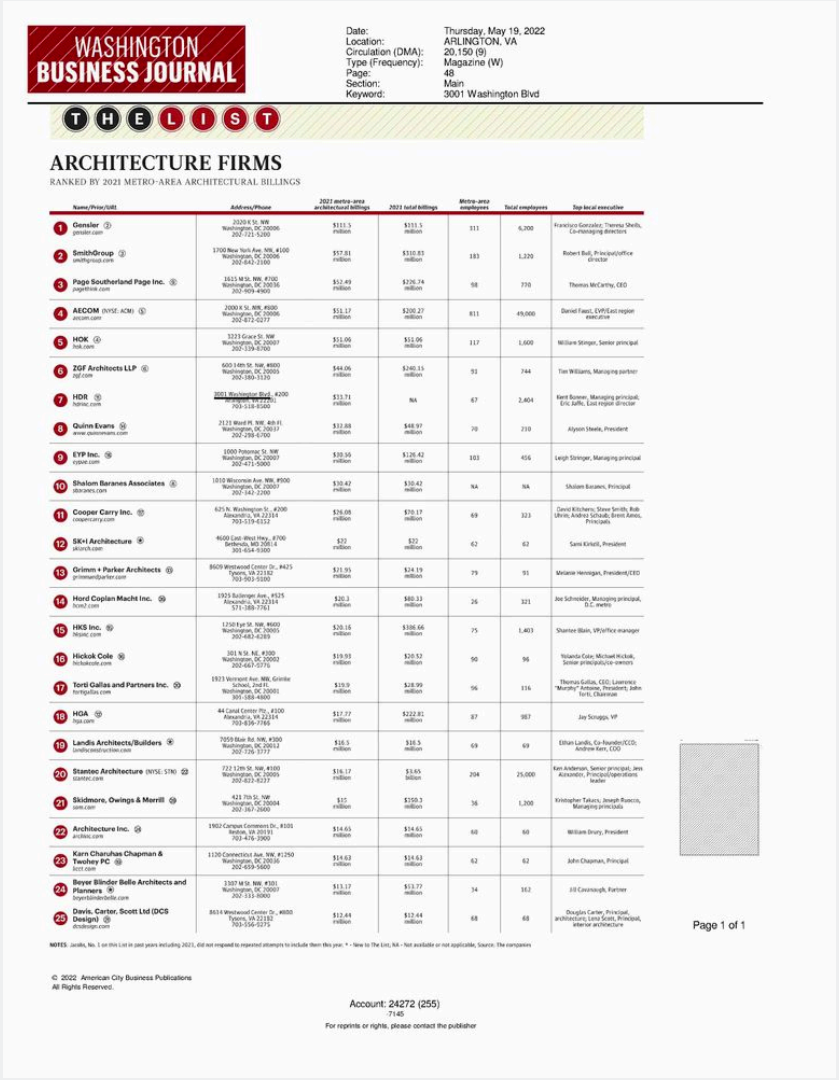
May 01, 2022 PRINT

Best in Dallas (56-000)

Monthly Visits **69.9K**

Monthly Visits

Washington Business Journal



WASHINGTON BUSINESS JOURNAL

Date: Thursday, May 19, 2022
Location: ARLINGTON, VA
Circulation (DMA): 20,150 (9)
Type (Frequency): Magazine (W)
Page: 48
Section: Main
Keyword: 3001 Washington Blvd

THE LIST

ARCHITECTURE FIRMS

RANKED BY 2021 METRO-AREA ARCHITECTURAL BILLINGS

Name/Print/URL	Address/Phone	2021 metro-area architectural billings	2021 total billings	Metro-area employees	Total employees	Top local executive
1 Gensler	2020 K St. NW Washington, DC 20006 202-721-5200	$111.5 million	$111.5 million	311	6,200	Francisco Gonzalez; Theresa Sheils, Co-managing directors
2 SmithGroup	1700 New York Ave. NW, #100 Washington, DC 20006 202-842-2100	$57.81 million	$310.83 million	183	1,220	Robert Ball, Principal/office director
3 Page Southerland Page Inc.	1615 M St. NW, #700 Washington, DC 20036 202-909-4900	$52.49 million	$226.74 million	98	770	Thomas McCarthy, CEO
4 AECOM (NYSE: ACM)	2000 K St. NW, #600 Washington, DC 20006 202-872-0277	$51.17 million	$200.27 million	811	49,000	David Fasci, EVP/East region executive
5 HOK	1223 Grace St. NW Washington, DC 20007 202-139-8700	$51.06 million	$51.06 million	117	1,600	William Stinger, Senior principal
6 ZGF Architects LLP	600 14th St. NW, #600 Washington, DC 20005 202-380-3130	$44.06 million	$240.15 million	91	744	Tim Williams, Managing partner
7 HDR	3001 Washington Blvd., #200 Arlington, VA 22201 703-518-8160	$33.71 million	NA	67	2,404	Kent Bonner, Managing principal; Eric Jaffe, East region director
8 Quinn Evans	2121 Ward Pl. NW, 4th Fl. Washington, DC 20037 202-298-6700	$32.88 million	$48.97 million	70	210	Alyson Steele, President
9 EYP Inc.	1000 Potomac St. NW Washington, DC 20007 202-471-5800	$30.16 million	$126.42 million	103	456	Leigh Stringer, Managing principal
10 Shalom Baranes Associates	1010 Wisconsin Ave. NW, #500 Washington, DC 20007 202-342-2200	$30.42 million	$30.42 million	NA	NA	Shalom Baranes, Principal
11 Cooper Carry Inc.	625 N. Washington St., #200 Alexandria, VA 22314 703-229-6112	$26.08 million	$70.17 million	69	323	David Kitchens; Steve Smith; Rob Ulrich; Andrea Schaub; Brent Ames, Principals
12 SK+I Architecture	4600 East-West Hwy., #700 Bethesda, MD 20814 301-654-9300	$22 million	$22 million	62	62	Sami Kirkelä, President
13 Grimm + Parker Architects	8609 Westwood Center Dr., #425 Tysons, VA 22182 703-993-5100	$21.55 million	$24.19 million	79	91	Melanie Hennigan, President/CEO
14 Hord Coplan Macht Inc.	1925 Ballenger Ave., #525 Alexandria, VA 22314 571-389-7761	$20.3 million	$80.33 million	26	321	Joe Schneider, Managing principal, D.C. metro
15 HKS Inc.	1250 Eye St. NW, #600 Washington, DC 20005 202-682-0285	$20.16 million	$386.66 million	75	1,403	Shantee Blain, VP/office manager
16 Hickok Cole	301 N St. NE, #300 Washington, DC 20002 202-667-5775	$19.93 million	$20.52 million	90	96	Yolanda Cole; Michael Hickok, Senior principals/co-owners
17 Torti Gallas and Partners Inc.	1921 Vermont Ave. NW, Grimke School, 2nd Fl. Washington, DC 20001 301-588-4800	$19.9 million	$28.99 million	96	116	Thomas Gallas, CEO; Lawrence "Marathy" Antoine, President; John Torti, Chairman
18 HOA	44 Canal Center Plz., #100 Alexandria, VA 22314 703-836-7766	$17.77 million	$222.81 million	87	987	Jay Scruggs, VP
19 Landis Architects/Builders	7059 Blair Rd. NW, #300 Washington, DC 20012 202-726-3777	$16.5 million	$16.5 million	69	69	Ethan Landis, Co-founder/CCO; Andrew Kerr, COO
20 Stantec Architecture (NYSE: STN)	722 12th St. NW, #400 Washington, DC 20005 202-822-8277	$16.17 million	$3.65 billion	204	25,000	Ken Anderson, Senior principal; Jess Alexander, Principal/operations leader
21 Skidmore, Owings & Merrill	421 7th St. NW Washington, DC 20004 202-367-2600	$35 million	$350.3 million	36	1,200	Kristopher Takacs; Joseph Roccio, Managing principals
22 Architecture Inc.	1902 Campus Commons Dr., #101 Reston, VA 20191 703-476-3900	$14.65 million	$14.65 million	60	60	William Drury, President
23 Karn Charuhas Chapman & Twohey PC	1120 Connecticut Ave. NW, #1250 Washington, DC 20036 202-659-5600	$14.63 million	$14.63 million	62	62	John Chapman, Principal
24 Beyer Blinder Belle Architects and Planners	1307 M St. NW, #301 Washington, DC 20007 202-333-3800	$13.17 million	$13.77 million	34	162	Jill Cavanaugh, Partner
25 Davis, Carter, Scott Ltd (DCS Design)	8614 Westwood Center Dr., #800 Tysons, VA 22182 703-556-5275	$12.44 million	$12.44 million	68	68	Douglas Carter, Principal, architecture; Lena Scott, Principal, interior architecture

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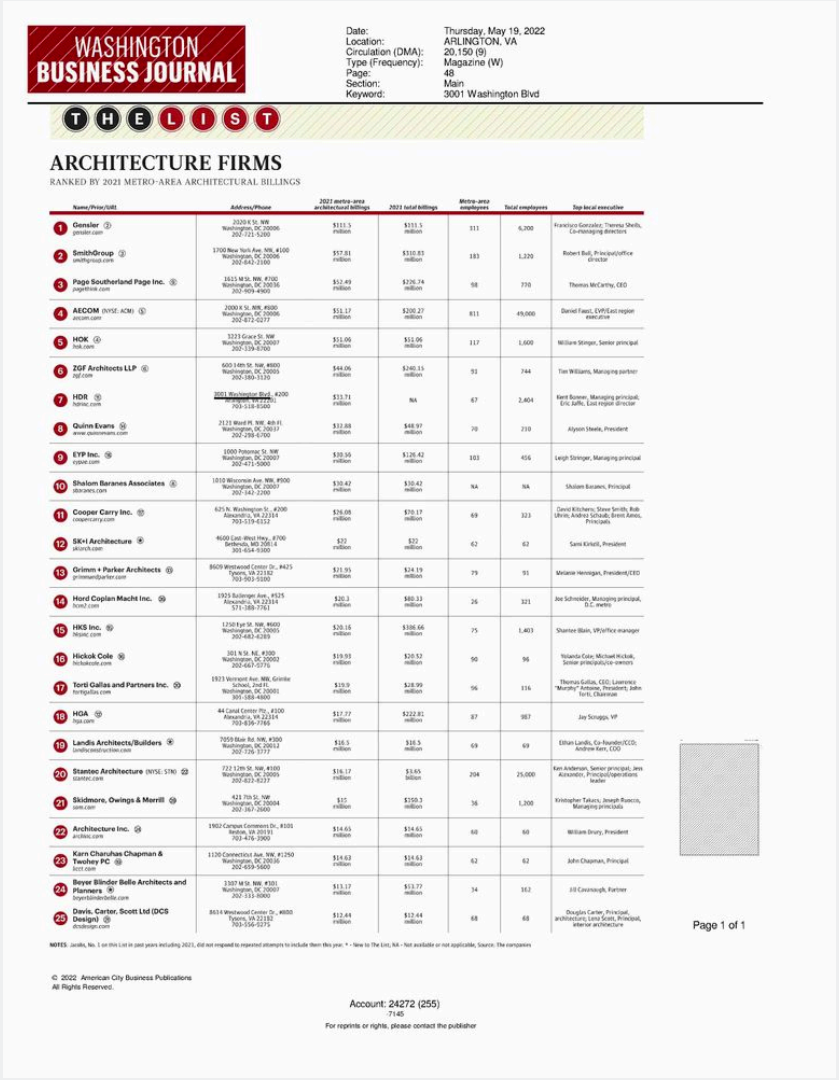
May 19, 2022 PRINT

Washington Business Journal (56-000)

Monthly Visits **20.2K**

Monthly Visits

Washington Business Journal



WASHINGTON BUSINESS JOURNAL

Date: Thursday, May 19, 2022
Location: ARLINGTON, VA
Circulation (DMA): 20,150 (9)
Type (Frequency): Magazine (W)
Page: 48
Section: Main
Keyword: 3001 Washington Blvd

THE LIST

ARCHITECTURE FIRMS

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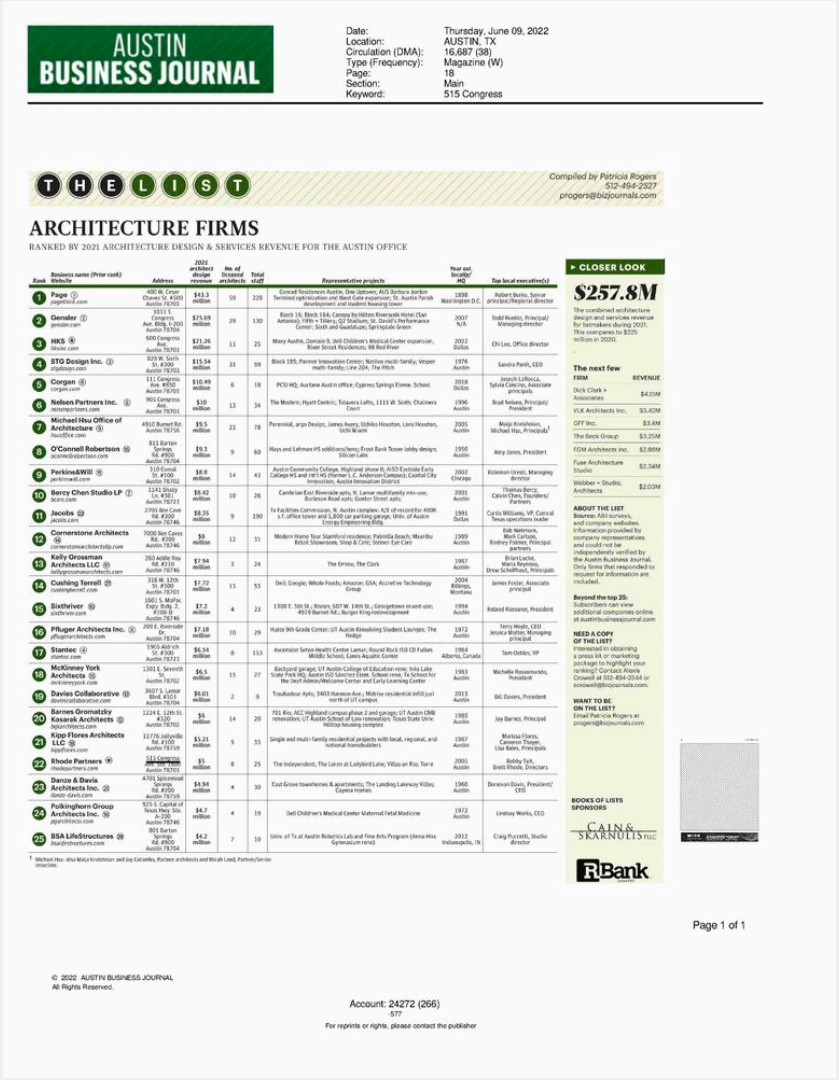
May 19, 2022 PRINT

Washington Business Journal May (56-000)

Monthly Visits **20.2K**

Monthly Visits

Austin Business Journal



AUSTIN BUSINESS JOURNAL

Date: Thursday, June 09, 2022
Location: AUSTIN, TX
Circulation (DMA): 16,687 (38)
Type (Frequency): Magazine (W)
Page: 18
Section: Main
Keyword: 515 Congress

THE LIST

Compiled by Patricia Rogers
512-494-2527
progers@bizjournals.com

ARCHITECTURE FIRMS

RANKED BY 2021 ARCHITECTURE DESIGN & SERVICES REVENUE FOR THE AUSTIN OFFICE

Rank	Business name (Prior rank) Website	Address	2021 architect design revenue	No. of licensed architects	Total staff	Representative projects	Year est. locally/ HQ	Top local executive(s)
1	Page (1) page-net.com	400 W. Cesar Chavez St. #300 Austin 78701	$43.3 million	59	228	Conrad Residences Austin, One Uptown, AUS Barbara Jordan Terminal optimization and Hard Gate expansion; St. Austin Parish development and student housing tower	1898 Washington D.C.	Robert Burke, Senior principal/Regional director
2	Gensler (2) gensler.com	1011 S. Congress Ave. Bldg. 1-300 Austin 78704	$25.69 million	29	130	Block 16, Block 184, Canopy by Hilton Riverwalk Hotel (San Antonio); Fifth + Tillery; Q2 Stadium; St. David's Performance Center; South and Guadalupe; Springdale Green	2007 N/A	Todd Rodda, Principal/ Managing director
3	HKS (3) hksinc.com	600 Congress Ave. Austin 78701	$21.26 million	11	25	Many Austin, Domain 9, Dell Children's Medical Center expansion; River Street Residences; 98 Red River	2022 Dallas	Chi Lee, Office director
4	STG Design Inc. (3) stgdesign.com	816 W. South St. #300 Austin 78703	$15.54 million	31	99	Block 185; Parmer Innovation Center; Native multi-family; Vesper multi-family; Line 204; The Pitch	1976 Austin	Sandra Pavlit, CEO
5	Corgan (5) corgan.com	111 Congress Ave. #950 Austin 78701	$10.49 million	6	18	PCSI HQ; Austane Austin office; Cypress Springs Eleme. School	2018 Dallas	Joseph LaRocca, Sylvia Cancino, Associate principals
6	Nelsen Partners Inc. (6) nelsenpartners.com	905 Congress Ave. Austin 78701	$10 million	13	34	The Modern; Hyatt Centric; Talavera Lofts, 1111 W. Sixth; Chalmers Court	1996 Austin	Brad Nelsen, Principal/ President
7	Michael Hsu Office of Architecture (9) hsuoffice.com	4910 Burnet Rd. Austin 78756	$9.5 million	21	78	Perennial, arpo Design, James Avery; Uchiko Houston, Lero Houston, Uchi Miami	2005 Austin	Maija Kreikebaum, Michael Hsu, Principals[1]
8	O'Connell Robertson (N) ocarm@oberlcom	811 Barton Springs Rd. #800 Austin 78704	$9.7 million	9	60	Hays and Lehman HS additions/reno; Frost Bank Tower lobby design; Silicon Labs	1950 Austin	Amy Jones, President
9	Perkins&Will (9) perkinswill.com	110 Conal Ave. #210 Austin 78702	$8.8 million	14	43	Austin Community College, Highland phase II; AISD Eastside Early College HS and Int'l HS (former J. L. Anderson Campus); Capital City Innovation, Austin Innovation District	2002 Chicago	Koleman Ureeti, Managing director
10	Bercy Chen Studio LP (7) bcarc.com	1141 Shady Ln. #301 Austin 78721	$8.42 million	10	26	Cambrian East Riverside apts; N. Lamar multifamily mix-use; Burleson Road apts; Guenter Street apts;	2001 Austin	Thomas Bercy, Calvin Chen, Founders/ Partners
11	Jacobs (8) jacobs.com	2705 Bee Cave Rd. #300 Austin 78746	$8.35 million	9	190	Tx Facilities Commission, N. Austin complex; 625 sf record for 400K s.f. office tower and 1,800 car parking garage; Univ. of Austin Energy Engineering Bldg.	1991 Dallas	Curtis Williams, VP, Central Texas operations leader
12	Cornerstone Architects (N) cornerstonearchitectsllp.com	7000 Bee Caves Rd. #100 Austin 78746	$9 million	12	31	Modern Home Tour Stamford residence; Palmilla Beach; Mainbu Retail Showroom; Shop & Cafe; Steiner Eye Care	1999 Austin	Bob Wetmore, Mark Carlson, Rodney Palmer, Principal partners
13	Kelly Grossman Architects LLC (8) kellygrossmanarchitects.com	260 Addie Roy Rd. #210 Austin 78746	$7.94 million	3	24	The Emma; The Clark	1987 Austin	Brian Luckie, Maria Reynoso, Drew Schellhaus, Principals
14	Cushing Terrell (2) cushingterrell.com	316 W. 12th St. #300 Austin 78701	$7.72 million	15	55	Dell, Google; Whole Foods; Amazon; GSA; Accretive Technology Group	2004 Billings, Montana	James Foster, Associate principal
15	Sixthriver (6) sixthriver.com	1601 S. MoPac Expy. Bldg. 2 #100-B Austin 78746	$7.2 million	4	23	1300 E. 5th St.; Rivian; 607 W. 14th St.; Georgetown mixed-use; 4929 Burnet Rd.; Burger King redevelopment	1994 Austin	Roland Rossanez, President
16	Pfluger Architects Inc. (5) pflugerarchitects.com	209 E. Riverside Dr. Austin 78704	$7.18 million	10	29	Hutto 9th Grade Center; UT Austin Kinsolving Student Lounges, The Nadja	1972 Austin	Terry Houle, CEO Jessica Walther, Managing principal
17	Stantec (4) stantec.com	1905 Aldrich St. #300 Austin 78723	$6.54 million	8	153	Ascension Seton Health Center Lamar; Round Rock ISD CD Fallwi Middle School; Lanes Aquatic Center	1984 Alberta, Canada	Tom Oehler, VP
18	McKinney York Architects (5) mckinneyyork.com	1301 E. Seventh St. Austin 78702	$6.5 million	15	27	Backyard garage; UT Austin College of Education reno; Inks Lake State Park HQ; Austin ISD Sanchez Elem. School reno; Tx School for the Deaf Admin/Welcome Center and Early Learning Center	1983 Austin	Michelle Rossomando, President
19	Davies Collaborative (5) daviescollaborative.com	3607 S. Lamar Blvd. #103 Austin 78704	$6.01 million	2	9	Trudeaudeur Apts; 3403 Harmon Ave.; Midrise residential infill just north of UT campus	2013 Austin	Bill Davies, President
20	Barnes Gromatzky Kosarek Architects (2) bgkarchitects.com	1224 E. 12th St. #320 Austin 78702	$6 million	14	20	701 Rio; ACC Highland campus phase 2 and garage; UT Austin CMB renovation; UT Austin School of Law renovation; Texas State Univ. Hilltop housing complex	1985 Austin	Jay Barnes, Principal
21	Kipp Flores Architects LLC (5) kippflores.com	11776 Jollyville Rd. #105 Austin 78759	$5.21 million	5	33	Single and multi-family residential projects with local, regional, and national homebuilders	1987 Austin	Marissa Flores, Cameron Thayer, Lisa Bates, Principals
22	Rhode Partners (4) rhodepartners.com	221 Congress Ave. #1700 Austin 78701	$5 million	8	25	The Independent; The Loren at Ladybird Lake; Villas on Rio; Torre	2001 Austin	Bobby Tart, Brett Rhode, Directors
23	Danze & Davis Architects Inc. (2) danze-davis.com	4701 Spicewood Springs Rd. #200 Austin 78759	$4.94 million	4	30	East Grove townhomes & apartments; The Landing Lakeway Villas; Cayena Homes	1960 Austin	Donovan Davis, President/ CEO
24	Polkinghorn Group Architects Inc. (N) pgarchitects.com	9715 S. Capital of Texas Hwy. Ste. A-200 Austin 78748	$4.7 million	4	19	Dell Children's Medical Center Maternal Fetal Medicine	1972 Austin	Lindsay Weeks, CEO
25	BSA LifeStructures (9) bsalifestructures.com	801 Barton Springs Rd. #900 Austin 78704	$4.2 million	7	10	Univ. of Tx at Austin Robotics Lab and Fine Arts Program (Anna Hiss Gymnasium reno)	2012 Indianapolis, IN	Craig Pucetti, Studio director

[1] Michael Hsu. Also Maija Kreikebaum and Jay Colombo, Partners architects and Micah Loed, Partner/Senior associate.

▸ CLOSER LOOK

$257.8M

The combined architecture design and services revenue for lawmakers during 2021. This compares to $225 million in 2020.

The next few FIRM	REVENUE
Dick Clark + Associates	$4.35M
VLK Architects Inc.	$3.42M
GFF Inc.	$3.4M
The Beck Group	$3.25M
FGM Architects Inc.	$2.88M
Fuse Architecture Studio	$2.34M
Webber + Studio, Architects	$2.03M

ABOUT THE LIST
Source: ABJ surveys, and company websites. Information provided by company representatives and could not be independently verified by the Austin Business Journal. Only firms that responded to request for information are included.

Beyond the top 25: Subscribers can view additional companies online at austinbusinessjournal.com

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June 09, 2022 ONLINE

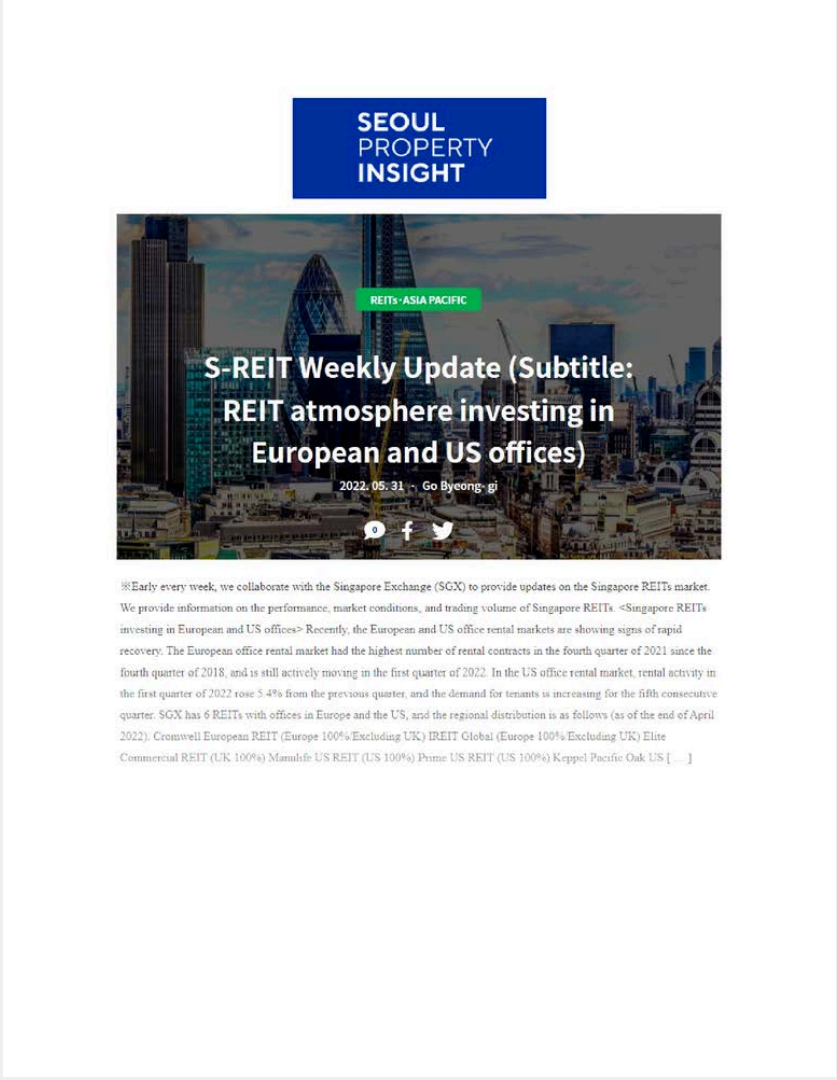
Austin Business Journal (56-000)

Monthly Visits **16.7K**

Monthly Visits

Seoul Property Insight

깊이가 다른 상업용 부동산 콘텐츠, 서울프라퍼티인사이트에서 만나보세요. 다양한 콘텐츠와 관련 서비스를 통해 사람과 비스니스를 연결합니다.



May 31, 2022 ONLINE

Seoul Property Insight (56-000)

seoulpi.co.kr/68368/

Best in Dallas

Date: Sunday, May 01, 2022
Location: DALLAS, TX
Circulation (DMA): 69,930 (N/A)
Type (Frequency): Magazine (M)
Page: 121
Section: Main
Keyword: 3811 Turtle Creek

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From left to right:
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May 01, 2022 PRINT

Best in Dallas (56-000)

Monthly Visits **69.9K**

Monthly Visits

The Business Times

May 11, 2022 ONLINE

The Business Times (56-000)

businesstimes.com.sg/companies-market...

Monthly Visits **104K**

Monthly Visits

THE BUSINESS TIMES

Prime US Reit Q1 net property income up 10.4% to US$25.4m, as leasing activity more than doubles

WED, MAY 11, 2022 - 6:56 PM | UPDATED WED, MAY 11, 2022 - 7:05 PM

VENGA SUBRAMANIAM svenga@sph.com.sg @VengaBT

Prime US Reit's 2 new assets, One Town Center (above) in Florida and Sorrento Towers in California contributed to the rise in distributable income for Q1 2022 by 19 per cent to US$20.9 million, the manager noted. PHOTO: PRIME US REIT

Prime US Reit : OXMU +0.69% posted net property income of US$25.4 million (S$35.2 million) for the first fiscal quarter ended Mar 31, 2022, up 10.4 per cent from US$23 million in the corresponding quarter last year.

Leasing activity more than doubled, with renewals constituting a majority of this leasing activity. All in, 171,747 sq ft of leases were executed in the quarter at a positive rental reversion of 3.4 per cent, said the real estate investment trust (Reit) manager in its key business and operational update on Wednesday (May 11).

Gross revenue for the quarter rose 13.6 per cent to US$40.8 million from US$35.9 million.

Distributable income for Q1 2022 rose 19 per cent to US$20.9 million from US$17.6 million, on the back of contributions from its 2 new assets — Sorrento Towers in San Diego, California, and One Town Center in Boca Raton, Florida. The Reit has 14 Class-A freehold office properties in 13 US office markets.

The Reit's well-diversified portfolio occupancy remained resilient at 89.9 per cent, and maintained strong rent collections of over 99 per cent for the quarter with no deferrals, its manager noted.

Prime US Reit's portfolio has a weighted average lease expiry (Wale) of 4.2 years, and a valuation of US$1.66 billion. The Reit's gearing ratio stands at 39.1 per cent, with a debt headroom of US$371 million at a gearing covenant limit of 50 per cent.

Charlotte Observer

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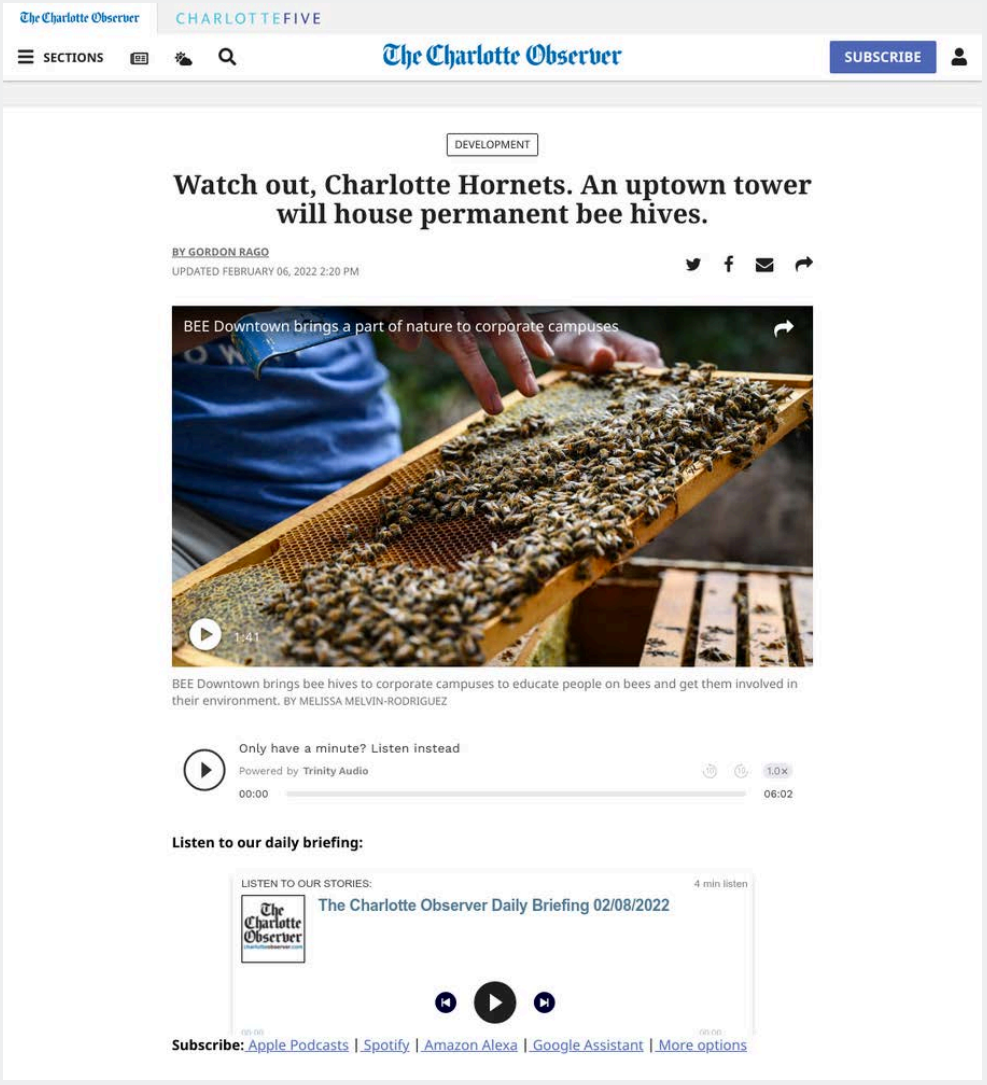


February 04, 2022 ONLINE

Charlotte Observer (56-000)

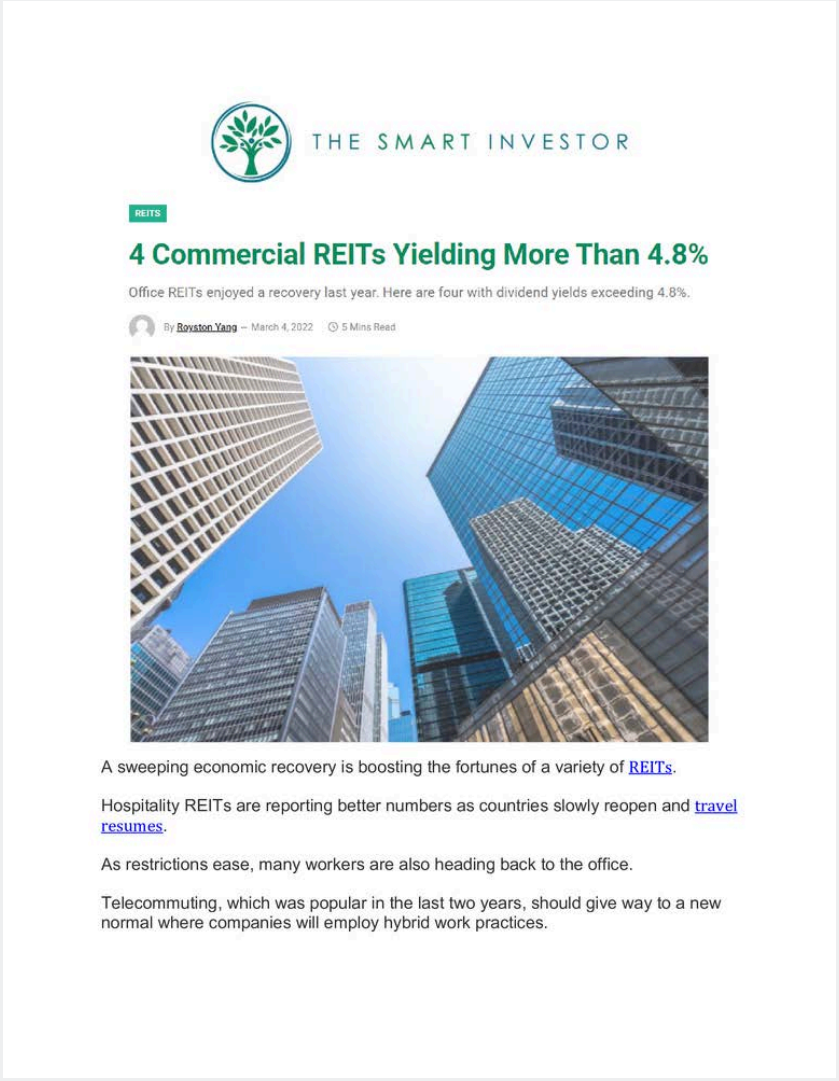
charlotteobserver.com/news/business/de...

Monthly Visits **4.79K**

Monthly Visits

The Smart Investor

Investing Strategy Smart Thought Of The Week: Parabolic David KuoMarch 8, 2022 REITs 2 Stocks That Will Make Your CPF Investment Account Work Harder for You...



THE SMART INVESTOR

REITS

4 Commercial REITs Yielding More Than 4.8%

Office REITs enjoyed a recovery last year. Here are four with dividend yields exceeding 4.8%.

By Royston Yang — March 4, 2022 · 5 Mins Read

A sweeping economic recovery is boosting the fortunes of a variety of REITs.

Hospitality REITs are reporting better numbers as countries slowly reopen and travel resumes.

As restrictions ease, many workers are also heading back to the office.

Telecommuting, which was popular in the last two years, should give way to a new normal where companies will employ hybrid work practices.

March 04, 2022 ONLINE

The Smart Investor (56-000)

thesmartinvestor.com.sg/4-commercial-re...

Monthly Visits **18.3K**

Monthly Visits

These include a combination of physical and online meetings to allow flexibility for employees.

Commercial REITs will likely see better retention rates and occupancy levels as businesses reassess their space requirements.

Here are four such REITs that sport a distribution yield of more than 4.8%.

Manulife US REIT (SGX: BTOU)

Manulife US REIT, or MUST, is an office REIT that owns 12 freehold office properties in seven cities in the US.

The portfolio has an aggregate net lettable area of 5.4 million square feet and is valued at US$2.2 billion as of 31 December 2021.

For its fiscal 2021 (FY2021), gross revenue fell by 4.7% year on year to US$185.1 million while net property income (NPI) declined by 5.4% year on year to US$109.5 million.

NPI declined due to rental abatements provided in the first half of 2021 (1H2021) as well as lower car park and rental income.

Distribution per unit (DPU) for FY2021 dipped by 5.5% year on year to US$0.0533.

At MUST's last traded unit price of US$0.645, its units provided a historical distribution yield of 8.3%.

Despite the fall in NPI and DPU, MUST's portfolio occupancy remained high at 92.3%.

The REIT's gearing stood at 42.8% as of 31 December with the cost of debt at 2.82%.

MUST had just acquired three properties in FY2021 for a 2.8% accretion to DPU, and reports signs of improvement in 2H2021 with higher net effective rent of US$39.26.

CapitaLand Integrated Commercial Trust (SGX: C38U)

CapitaLand Integrated Commercial Trust, or CICT, invests in both commercial and retail assets in Singapore and Germany.

Its portfolio comprises 21 properties in Singapore and two in Frankfurt, Germany. Total assets under management stood at S$22.5 billion as of 31 December 2021.

Gross revenue surged by 75% year on year to S$1.3 billion while NPI soared by 85.5% year on year to S$951 million.

The stronger showing was due to the merger between CapitaLand Mall Trust and CapitaLand Commercial Trust in 2020.

DPU increased by 19.7% year on year to S$0.104.

The trailing distribution yield stood at 4.9%.

CICT's committed portfolio occupancy stood healthy at 93.9%, with tenant sales for its retail component up by 12.2% year on year.

The REIT's latest 51-storey integrated development, CapitaSpring, saw 93% of its workspace and the net lettable area being committed as of February 2022.

Elite Commercial REIT (SGX: MXNU)

Elite Commercial REIT is a UK-focused REIT with a portfolio of 155 commercial buildings worth around £500.1 million.

Its portfolio is primarily occupied by the Department for Work and Pensions (DWP), the UK's largest public service department.

For FY2021, Elite reported revenue of £34.7 million and a DPU of £0.0543.

Elite's units provided a distribution yield of 8.5% at its last traded unit price of £0.64.

The REIT's gearing ratio stood at 42.4% with a low borrowing cost of 2% and interest coverage of six times.

The portfolio enjoyed full occupancy as of 31 December 2021.

Elite's leases have built-in rental escalation clauses that kick in from April 2023, providing organic growth for its rental income.

The REIT recently removed lease break options on 100 of its properties that affect around 47% of the REIT's gross rental income.

This move provides more certainty to investors that DWP will not exercise the option to terminate its lease before it is due for renewal in March 2028.

Prime US REIT (SGX: OXMU)

Prime US REIT owns a high-quality portfolio of 14 Class A freehold office properties in the US.

The portfolio is valued at US$1.65 billion as of 31 December 2021.

For FY2021, NPI inched up by 6% year on year to US$100.7 million.

DPU, however, declined slightly by 2.3% year on year to US$0.0678.

Prime US REIT's units offer a trailing distribution yield of 8.9%.

The commercial REIT has aggregate leverage of 33.5% with an effective interest rate of 2.7%.

For the fourth quarter of FY2021, the REIT enjoyed a positive rental reversion of 7.8%.

The REIT manager foresees job growth in 2022 and increased consumer activity which will benefit the REIT's prospects this year.

Get Smart: Passive income for life

A high distribution yield has its merits.

However, at The Smart Dividend Portfolio, we prefer sustainable yields to high yields.

That's because we believe that investors should attempt to build a portfolio that can pay you for life.

As such, we think that you should think beyond the headline yield and consider whether the REIT can sustain its distribution yields.

Do these REITs have a portfolio of great assets that can attract strong tenants and generate valuable rental income for the trust?

In essence, these will be the questions we will be asking, and you should too.

Dividend-seeking investors alert! 2022 is promising to be a year where dividends are set to increase as businesses shake off the worst of the downturn and companies that previously held back are now free to resume their payments. Want to know which are the stocks poised to do well next year? Download our special FREE report, *Top 9 Dividend Stocks for 2022 – and 3 Tactical Shifts to Maximise Your Profits*! Get an early start to 2022 by CLICKING HERE now!

Follow us on Facebook and Telegram for the latest investing news and analyses!

Disclaimer: Royston Yang does not own shares in any of the companies mentioned.

Charlotte Observer

The Charlotte Observer

Date: Monday, February 07, 2022
Location: CHARLOTTE, NC
Circulation (DMA): 66,455 (22)
Type (Frequency): Newspaper (D)
Page: 1A,6A
Section: Main
Keyword: KBS Realty Advisors

Uptown Carillon tower to add beehives in its courtyard

BY GORDON RAGO
grago@charlotteobserver.com

The Charlotte Hornets might be creating a lot of buzz most nights at the Spectrum Center. But drive a few blocks uptown, and another beehive has plans to make some noise of its own.

By the end of the month, Bee Downtown, a for-profit company based in Raleigh, will install two permanent beehives in a courtyard next to the 24-story Carillon tower on West Trade Street. Together, the hives can hold up to 100,000 bees capable of producing about 66 pounds of honey.

It's a step, Bee Downtown says, to sustain a dwindling honey bee population in the U.S. while also teaching employees lessons on environmental stewardship and teamwork. Since 2015, the company has expanded to put beehives on 70 buildings across the Southeast.

SEE BEEHIVES, 6A

The Carillon hives will be the first on an office building in uptown. Bee Downtown has placed hives at two other locations outside of uptown: Innovation Park in northeast Charlotte and Fibrix Filtrations on Tar Heel Road northwest of uptown.

But at least one other nearby business, the Ritz-Carlton hotel, keeps honey beehives on its roof, using the honey in some cocktails and food menu items. Ritz-Carlton does not partner with Bee Downtown.

BEE DOWNTOWN'S START

Leigh-Kathryn Bonner grew up going to her family farm about an hour outside Raleigh in the appropriately named town of Farmville. Her grandfather and uncle mostly focused on cattle but during her senior year of high school brought some bees to the property.

The next year, as a student at NC State, Bonner took a class on beekeeping and learned from her professor about how bees are an indicator species. That means they can help alert us when something is wrong with the environment.

With declines among pollinators like bees, the professor told the class that if everyone just did a little something to help sustain the bees, it could go a long way. The number of honey beehives in the U.S. has declined from 6 million in the 1940s to about 2.5 million today, according to the U.S. Department of Agriculture.

When Bonner was in college, she asked her landlord if she could keep honey beehives at her apartment. The answer back: no.

She eventually turned to a company she was interning for in Durham who agreed to placing beehives on the rooftop. Local media picked up the story and Bonner was on her way to deciding to start her own business.

Today, Bee Downtown, which started in 2015, has hives on 70 corporate campuses in Raleigh; Richmond, Va.; Atlanta; Tampa Bay; and Washington, D.C. Companies like Cisco, Microsoft, MetLife, Delta and Chick-fil-A have all signed up for hives, installed mostly on the ground but sometimes on rooftops.

Her success has recently landed her a spot on the Forbes 30 under 30 list.

"By bringing bees into cities, we can begin to have a conversation around environmental stewardship," Bonner said.

WHY CHARLOTTE FOR THE BEES?

One of the buildings where Bee Downtown keeps hives is the Bank of America tower in Raleigh. The owners of that tower, KBS, also own the Carillon building on West Trade Street.

Mary Paltani, the general property manager at the Carillon tower, began talking with the KBS team roughly a year ago about bringing the bees to Charlotte. They thought it'd add a great amenity for employees.

KBS and Bee Downtown decided to keep the hives in a street-level courtyard so all the employees could see and interact with them, Paltani said.

The building has 40 tenants with around 1,500

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February 07, 2022 PRINT

Charlotte Observer (56-000)

Monthly Visits **16K**

Monthly Visits

The Charlotte Observer

Date: Monday, February 07, 2022
Location: CHARLOTTE, NC
Circulation (DMA): 66,455 (22)
Type (Frequency): Newspaper (D)
Page: 1A,6A
Section: Main
Keyword: KBS Realty Advisors

employees, Paltani said, many of whom are commuting to the office.

Bee Downtown plans to hold events during the year where employees can put on a suit and interact with the bees. There will also be honey tastings and beekeeping classes.

The honey will be harvested and jarred with a custom label to be handed out to employees, free of charge.

More offices around Charlotte will be getting them soon, the company said.

LESSONS ON TEAMWORK

The bees find stability in their city lives, Bonner said.

A flower garden next to a building can provide a diversity of food compared to a single-crop farm out in the country, Bonner said. But there are more than just sustainability benefits.

Honeybees have what Bonner called a "super social structure."

In a hive of 65,000 bees, each bee has a very specific task to do each day and will follow a new task after that. The bees follow a delegation of labor where the entire hive can operate as one unit.

The hive has figured out a way to communicate where they can reach a consensus and move forward on a plan in a little more than a few hours. The same usually can't be said of humans.

Bonner has found a way to use that as a teaching lesson for companies, asking managers and employees where they're hitting roadblocks as a team.

It's why Bonner calls honeybees "one of Mother Nature's best storytellers." There are parables and lessons to be learned.

"People remember those (lessons) in a way that sitting in a class and being told what it means to be a leader won't," Bonner said.

FUN FACTS ON HONEY BEES

A typical hive will start the year with 20,000 bees and the number will grow until mid-summer when the hive reaches a max of about 60,000 bees per hive, said Michael Matthews, director of sales and marketing at the Ritz-Carlton in Charlotte. The Ritz started keeping bees in 2010, Matthews said.

Here are some other fun facts, according to Matthews:

- One bee produces ½th of a teaspoon of honey in its lifetime
- Female honey bees live for about 42 days and they work in the hive, protect, forage and care for the eggs and larvae
- The only job for male bees, or drones, is to mate — they even have to beg for food from the females
- Late in the fall, females stop feeding the drones and force them out of the hive in order to save resources

Gordon Rago: 704-358-5107

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The Charlotte Observer

Date: Monday, February 07, 2022
Location: CHARLOTTE, NC
Circulation (DMA): 66,455 (22)
Type (Frequency): Newspaper (D)
Page: 1A,6A
Section: Main
Keyword: KBS Realty Advisors

MELISSA MELVIN-RODRIGUEZ mrodriguez@charlotteobserver.com

Harrison Bolton, head beekeeper for Bee Downtown, right, educates Paul Stojancic, left, and Amiee Marenna, who work at the Carillon tower in uptown. Bee Downtown, a company based out of Raleigh, will install two permanent beehives in a courtyard next to the building.

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The Charlotte Observer

Date: Monday, February 07, 2022
Location: CHARLOTTE, NC
Circulation (DMA): 66,455 (22)
Type (Frequency): Newspaper (D)
Page: 1A,6A
Section: Main
Keyword: KBS Realty Advisors

MELISSA MELVIN-RODRIGUEZ mrodriguez@charlotteobserver.com

Head beekeeper for Bee Downtown, Harrison Bolton, shows a panel from a beehive during a demonstration at Carillon tower on West Trade Street. Bee Downtown will install two beehives at the tower and employees will have a chance to learn about beekeeping and get free honey.

MELISSA MELVIN-RODRIGUEZ mrodriguez@charlotteobserver.com

Harrison Bolton, head beekeeper for Bee Downtown, hands panels from two beehives to employees of the property management team for the Carillon tower so they can feel the difference in weight. Bee Downtown has installed bee hives at 70 office buildings across the Southeast.

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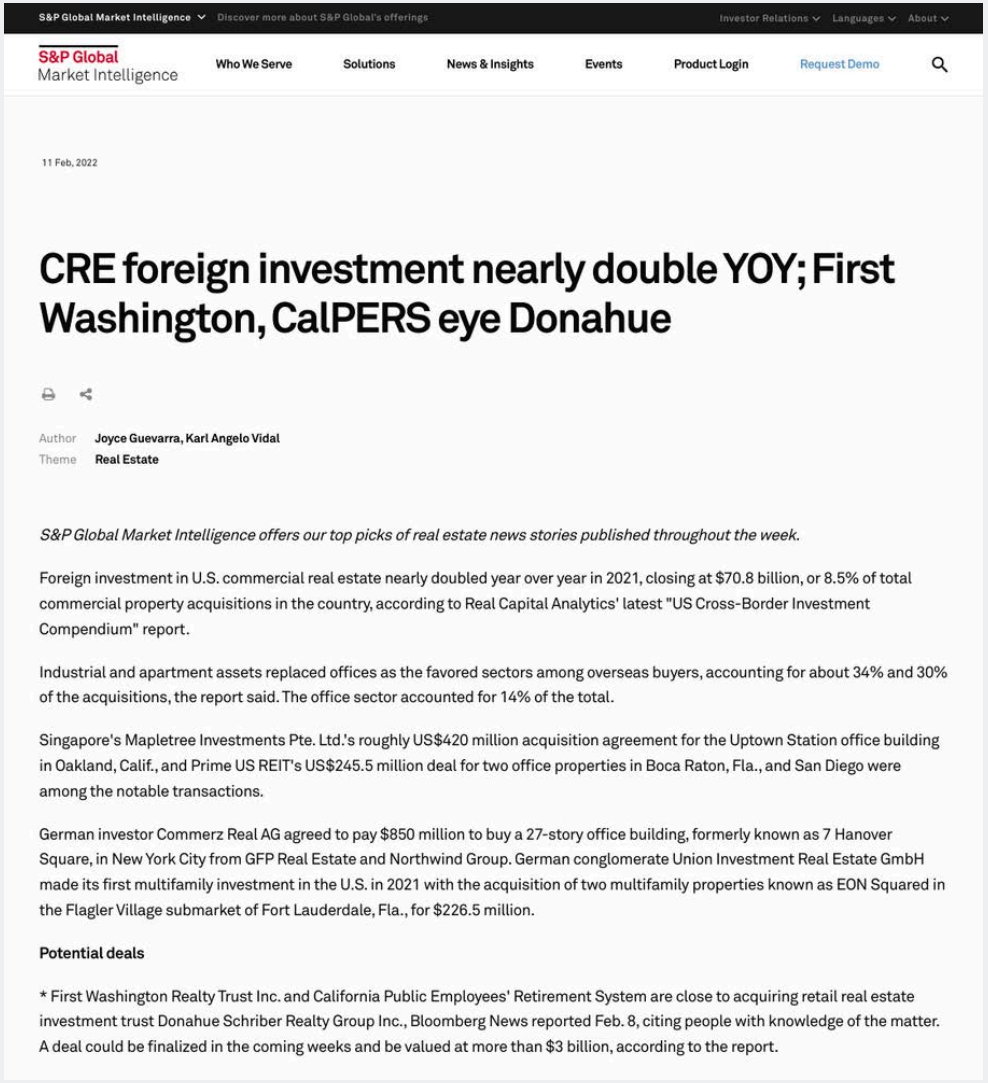
SP Global



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11 Feb, 2022

CRE foreign investment nearly double YOY; First Washington, CalPERS eye Donahue

Author Joyce Guevarra, Karl Angelo Vidal
Theme Real Estate

S&P Global Market Intelligence offers our top picks of real estate news stories published throughout the week.

Foreign investment in U.S. commercial real estate nearly doubled year over year in 2021, closing at $70.8 billion, or 8.5% of total commercial property acquisitions in the country, according to Real Capital Analytics' latest "US Cross-Border Investment Compendium" report.

Industrial and apartment assets replaced offices as the favored sectors among overseas buyers, accounting for about 34% and 30% of the acquisitions, the report said. The office sector accounted for 14% of the total.

Singapore's Mapletree Investments Pte. Ltd.'s roughly US$420 million acquisition agreement for the Uptown Station office building in Oakland, Calif., and Prime US REIT's US$245.5 million deal for two office properties in Boca Raton, Fla., and San Diego were among the notable transactions.

German investor Commerz Real AG agreed to pay $850 million to buy a 27-story office building, formerly known as 7 Hanover Square, in New York City from GFP Real Estate and Northwind Group. German conglomerate Union Investment Real Estate GmbH made its first multifamily investment in the U.S. in 2021 with the acquisition of two multifamily properties known as EON Squared in the Flagler Village submarket of Fort Lauderdale, Fla., for $226.5 million.

Potential deals

* First Washington Realty Trust Inc. and California Public Employees' Retirement System are close to acquiring retail real estate investment trust Donahue Schriber Realty Group Inc., Bloomberg News reported Feb. 8, citing people with knowledge of the matter. A deal could be finalized in the coming weeks and be valued at more than $3 billion, according to the report.

February 11, 2022 ONLINE

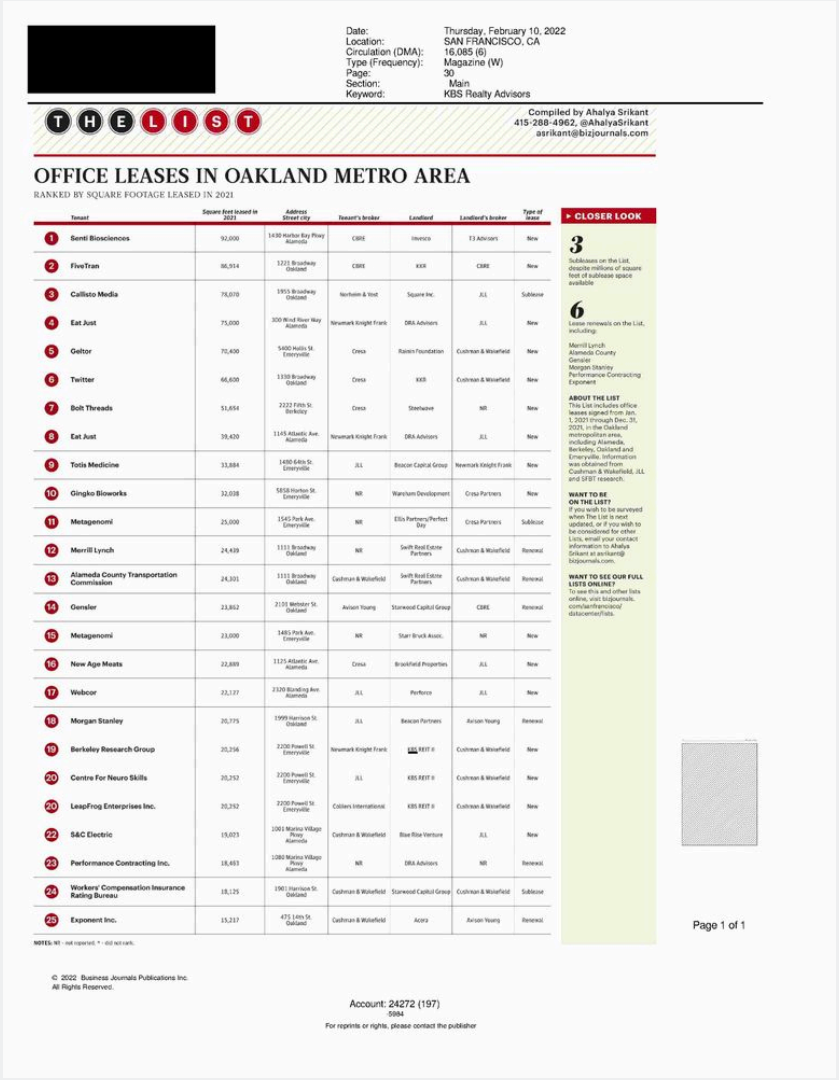
SP Global (56-000)

spglobal.com/marketintelligence/en/news...

Monthly Visits **8.36K**

Monthly Visits

San Francisco Times



[redacted]

Date: Thursday, February 10, 2022
Location: SAN FRANCISCO, CA
Circulation (DMA): 16,085 (6)
Type (Frequency): Magazine (W)
Page: 30
Section: Main
Keyword: KBS Realty Advisors

THE LIST

Compiled by Ahalya Srikant
415-288-4962, @AhalyaSrikant
asrikant@bizjournals.com

OFFICE LEASES IN OAKLAND METRO AREA

RANKED BY SQUARE FOOTAGE LEASED IN 2021

	Tenant	Square feet leased in 2021	Address Street city	Tenant's broker	Landlord	Landlord's broker	Type of lease
1	Senti Biosciences	92,000	1430 Harbor Bay Pkwy Alameda	CBRE	Invesco	T3 Advisors	New
2	FiveTran	86,914	1221 Broadway Oakland	CBRE	KKR	CBRE	New
3	Callisto Media	78,070	1955 Broadway Oakland	Norheim & Yost	Square Inc.	JLL	Sublease
4	Eat Just	75,000	300 Wind River Way Alameda	Newmark Knight Frank	DRA Advisors	JLL	New
5	Geltor	70,400	5400 Hollis St. Emeryville	Cresa	Rainin Foundation	Cushman & Wakefield	New
6	Twitter	66,600	1330 Broadway Oakland	Cresa	KKR	Cushman & Wakefield	New
7	Bolt Threads	51,654	2222 Fifth St. Berkeley	Cresa	Steelwave	NR	New
8	Eat Just	39,420	1145 Atlantic Ave. Alameda	Newmark Knight Frank	DRA Advisors	JLL	New
9	Totis Medicine	33,884	1480 64th St. Emeryville	JLL	Beacon Capital Group	Newmark Knight Frank	New
10	Gingko Bioworks	32,038	5858 Horton St. Emeryville	NR	Wareium Development	Cresa Partners	New
11	Metagenomi	25,000	1545 Park Ave. Emeryville	NR	Ellis Partners/Perfect Day	Cresa Partners	Sublease
12	Merrill Lynch	24,439	1111 Broadway Oakland	NR	Swift Real Estate Partners	Cushman & Wakefield	Renewal
13	Alameda County Transportation Commission	24,301	1111 Broadway Oakland	Cushman & Wakefield	Swift Real Estate Partners	Cushman & Wakefield	Renewal
14	Gensler	23,862	2101 Webster St. Oakland	Avison Young	Starwood Capital Group	CBRE	Renewal
15	Metagenomi	23,000	1485 Park Ave. Emeryville	NR	Starr Bruck Assoc.	NR	New
16	New Age Meats	22,889	1125 Atlantic Ave. Alameda	Cresa	Brookfield Properties	JLL	New
17	Webcor	22,127	2320 Blanding Ave Alameda	JLL	Perforce	JLL	New
18	Morgan Stanley	20,775	1999 Harrison St. Oakland	JLL	Beacon Partners	Avison Young	Renewal
19	Berkeley Research Group	20,256	2200 Powell St. Emeryville	Newmark Knight Frank	KBS REIT II	Cushman & Wakefield	New
20	Centre For Neuro Skills	20,252	2200 Powell St. Emeryville	JLL	KBS REIT II	Cushman & Wakefield	New
20	LeapFrog Enterprises Inc.	20,252	2200 Powell St. Emeryville	Colliers International	KBS REIT II	Cushman & Wakefield	New
22	S&C Electric	19,023	1001 Marina Village Pkwy Alameda	Cushman & Wakefield	Blue Rise Venture	JLL	New
23	Performance Contracting Inc.	18,463	1080 Marina Village Pkwy Alameda	NR	DRA Advisors	NR	Renewal
24	Workers' Compensation Insurance Rating Bureau	18,125	1901 Harrison St. Oakland	Cushman & Wakefield	Starwood Capital Group	Cushman & Wakefield	Sublease
25	Exponent Inc.	15,237	475 14th St. Oakland	Cushman & Wakefield	Acora	Avison Young	Renewal

NOTES: NT - not reported. * - did not rank.

CLOSER LOOK

3
Subleases on the List, despite millions of square feet of sublease space available

6
Lease renewals on the List, including:

Merrill Lynch
Alameda County
Gensler
Morgan Stanley
Performance Contracting
Exponent

ABOUT THE LIST
This List includes office leases signed from Jan. 1, 2021 through Dec. 31, 2021, in the Oakland metropolitan area, including Alameda, Berkeley, Oakland and Emeryville. Information was obtained from Cushman & Wakefield, JLL and SFBT research.

WANT TO BE ON THE LIST?
If you wish to be surveyed when The List is next updated, or if you wish to be considered for other Lists, email your contact information to Ahalya Srikant at asrikant@bizjournals.com.

WANT TO SEE OUR FULL LISTS ONLINE?
To see this and other lists online, visit bizjournals.com/sanfrancisco/datacenter/lists.

Page 1 of 1

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February 10, 2022 PRINT

San Francisco Times (56-000)

Monthly Visits **16.8K**

Monthly Visits

D Magazine

Daily resource for best restaurants in Dallas, recommendations for things to do, local news and commentary on life in Dallas.

Let's Make Dallas Even Better

Thursday, February 24, 2022

24° F | Dallas, TX

Menu News Food Culture Sports Home Living Business Weddings Magazines Subscribe

Deal Ticker

McKinney's District 121 Signs Its First Restaurant Tenants

Plus: Trammell Crow Residential's push for affordable housing in Denton; Transwestern's 109,000-square-foot sale-leaseback; and more.

By Taysha Billinger | February 17, 2022 | 2:15 pm

District 121 in McKinney
Courtesy M Crowd Restaurant Group

February 17, 2022 ONLINE

D Magazine (56-000)

dmagazine.com/commercial-real-estate/2...

Monthly Visits **2.4K**

Monthly Visits

Kansas City Star

THE KANSAS CITY STAR.

Date: Thursday, March 03, 2022
Location: KANSAS CITY, MO
Circulation (DMA): 84,656 (34)
Type (Frequency): Newspaper (D)
Page: A8
Section: Main
Keyword: Park Place Village

CITYSCAPE

New retail shops, eateries opening in KC metro

BY JOYCE SMITH
jsmith@kcstar.com

Shopping centers across the metro are bringing in new retailers — and some eateries — including locally owned operations and national chains.

Here's a sampling:

OAK PARK MALL
Overland Park

Melanie Mfuh was attending an event in Maryland and wanted to wear an outfit that would showcase her African culture.

When she couldn't find anything that lived up to her vision, her friend suggested she start making her own. She took a sewing class before founding Uzuri Closet in 2015. Then, during trips back home to Cameroon, she would have local tailors whip up her designs.

She moved to Kansas City in 2016 and a year later partnered with Laura Nsoh-Awasom after seeing a coat she had designed and sewn. Mfuh knew Nsoh-Awasom's brother from boarding school.

They have been selling their African-inspired designs online — dresses, tops, pants, skirts, headwraps, masks, backpacks, duffel bags and handbags.

Now they have their first retail shop. It opened Feb. 19 in Oak Park Mall, in the upper level of the Nordstrom wing.

"This is something I have been wanting for years. To see it come alive is an amazing feeling," Mfuh said.

They may open additional locations: "We want to see what is working so we can replicate it."

ADAMS DAIRY LANDING
Blue Springs

● **Barnes & Noble** plans a late spring opening for its new 7,500-square-foot store at 1030 N.E. Coronado Drive.

In a statement, the company said it was "thrilled to bring you a brand-new Barnes & Noble store with new furniture, a curated selection of books and gifts and our fantastic booksellers! We are very excited to be back in this market after having to close our store in Independence MO in February of 2021."

● **Crowley Furniture & Mattress** plans a May opening for its 33,858-square-foot store at 1272 N.E. Coronado Drive. The family-owned furniture retailer, which was founded in 1954, also has locations in Lee's Summit, Liberty and Overland Park.

● **Nothing Bundt Cakes**, a 2,225-square-foot shop at 1266 N.E. Coronado Ave. is scheduled to open in late spring.

THE STREETS OF WEST PRYOR
Lee's Summit

● **Nekter Juice Bar** plans an early spring opening at 940 N.W. Pryor Road, Suite G.

The owner/operators, Marissa and Raymond Anden, also own locations in Overland Park, Prairie Village and the south Plaza. Another location is scheduled to open in Overland Park's Bluhawk center in early 2023.

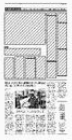
● **Roots Seasonal Cuisine** also plans to open in the center in April, as previously reported, offering an "elevated scratch-kitchen, seasonal menu."

PRAIRIEFIRE
Overland Park

● **Veritas Whiskey & Wine** plans a spring opening at 5621 W. 135th St., Suite 2620. It will be a "chef-driven, wood-fired grill with upper scale mixology" and extensive bourbon and wine lists, said Rolfe Loomis, partner with Michael Magner.

Menu items will include small plates such as baked brie with caramelized onion bacon jam, seared tri-tip with chimichurri, calamari with roasted red pepper aioli and lemon, and spinach artichoke dip.

It also will have salads and sandwiches, burgers, steaks, seafood including paella and wood-fired salmon, and desserts such as rum-soaked bread pudding with a crème anglaise and fresh whipped cream.



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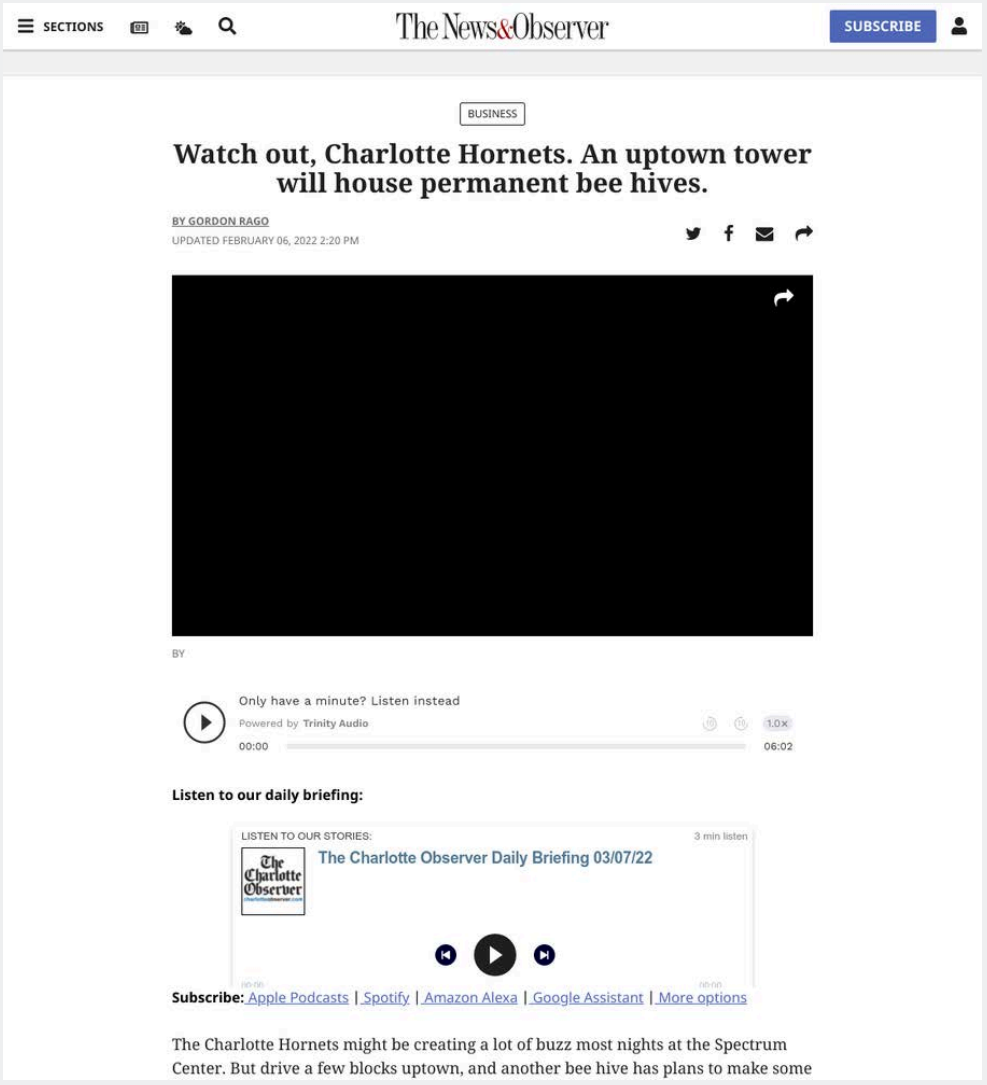
March 03, 2022 PRINT

Kansas City Star (56-000)

Monthly Visits **64K**

Monthly Visits

Raleigh News & Observer



February 06, 2022 ONLINE

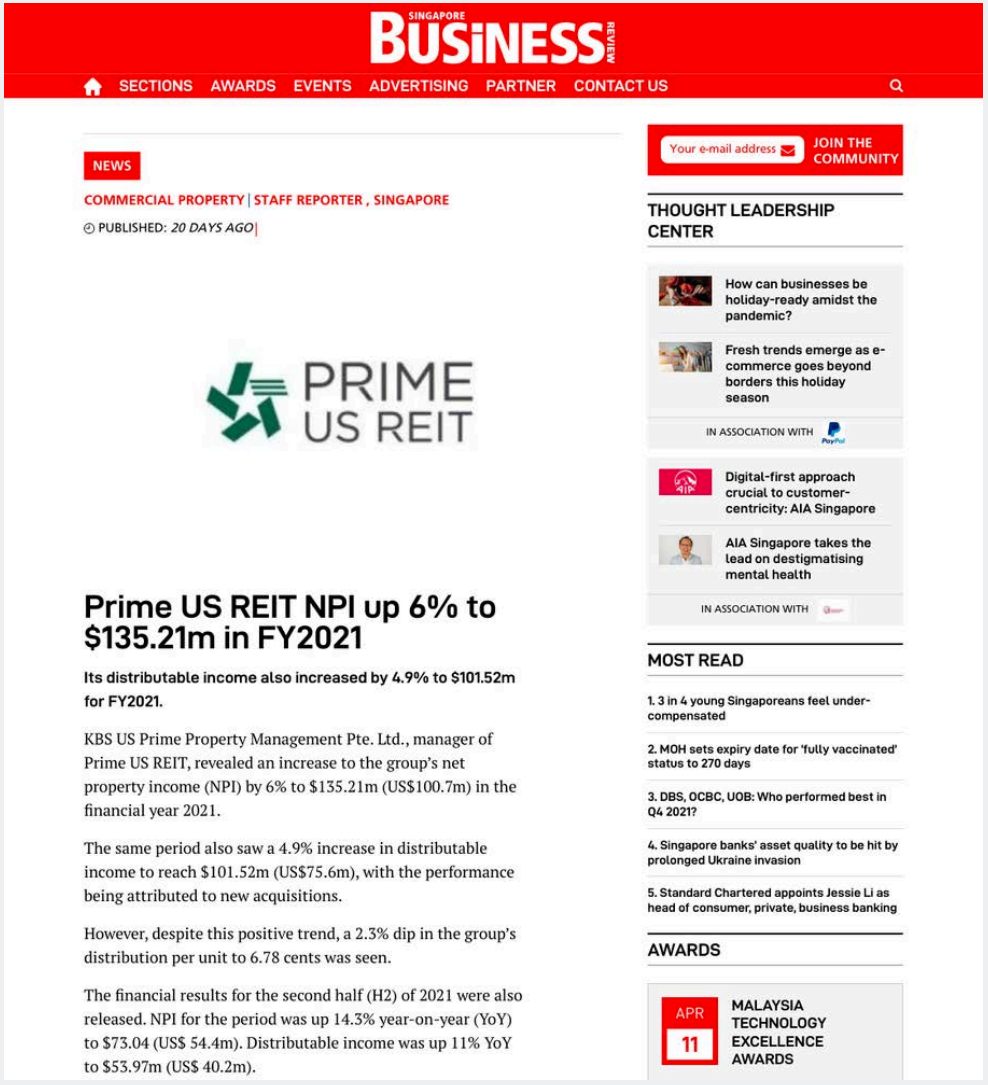
Raleigh News & Observer (56-0478)

newsobserver.com/news/business/article...

Monthly Visits **9.5K**

Monthly Visits

Singapore Business Review



SINGAPORE BUSINESS REVIEW

SECTIONS AWARDS EVENTS ADVERTISING PARTNER CONTACT US

NEWS

COMMERCIAL PROPERTY | STAFF REPORTER , SINGAPORE

PUBLISHED: *20 DAYS AGO*|

PRIME US REIT

Prime US REIT NPI up 6% to $135.21m in FY2021

Its distributable income also increased by 4.9% to $101.52m for FY2021.

KBS US Prime Property Management Pte. Ltd., manager of Prime US REIT, revealed an increase to the group's net property income (NPI) by 6% to $135.21m (US$100.7m) in the financial year 2021.

The same period also saw a 4.9% increase in distributable income to reach $101.52m (US$75.6m), with the performance being attributed to new acquisitions.

However, despite this positive trend, a 2.3% dip in the group's distribution per unit to 6.78 cents was seen.

The financial results for the second half (H2) of 2021 were also released. NPI for the period was up 14.3% year-on-year (YoY) to $73.04 (US$ 54.4m). Distributable income was up 11% YoY to $53.97m (US$ 40.2m).

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THOUGHT LEADERSHIP CENTER

How can businesses be holiday-ready amidst the pandemic?

Fresh trends emerge as e-commerce goes beyond borders this holiday season

IN ASSOCIATION WITH PayPal

Digital-first approach crucial to customer-centricity: AIA Singapore

AIA Singapore takes the lead on destigmatising mental health

IN ASSOCIATION WITH

MOST READ

1. 3 in 4 young Singaporeans feel under-compensated
2. MOH sets expiry date for 'fully vaccinated' status to 270 days
3. DBS, OCBC, UOB: Who performed best in Q4 2021?
4. Singapore banks' asset quality to be hit by prolonged Ukraine invasion
5. Standard Chartered appoints Jessie Li as head of consumer, private, business banking

AWARDS

APR 11 MALAYSIA TECHNOLOGY EXCELLENCE AWARDS

February 17, 2022 ONLINE

Singapore Business Review (56-000)

sbr.com.sg/commercial-property/news/pri...

Monthly Visits **185K**

Monthly Visits

Sacramento Business Journal

February 10, 2022 PRINT

Sacramento Business Journal (56-000)

Monthly Visits **6M**

Monthly Visits

SACRAMENTO BUSINESS JOURNAL

Date: Thursday, February 10, 2022
Location: SACRAMENTO, CA
Circulation (DMA): 10,574 (20)
Type (Frequency): Magazine (W)
Page: 1,10,11,12,13
Section: Main
Keyword: Park Tower

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Account: 24272 (196)
-9475
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SACRAMENTO BUSINESS JOURNAL

Date: Thursday, February 10, 2022
Location: SACRAMENTO, CA
Circulation (DMA): 10,574 (20)
Type (Frequency): Magazine (W)
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Keyword: Park Tower

▲ Construction has begun at Anthem Cathedral Square at 11th & J Streets, one of four local projects by Anthem United of Vancouver, British Columbia.

DENNIS MCCOY | SBJ

COVER STORY

NATIONAL DEVELOPERS DISCOVER THE URBAN CORE

Why real estate players from outside the region are taking notice of Downtown Sacramento

STORY BY **BEN VAN DER MEER**

In the next few years, the shadows cast in Downtown Sacramento by towering new residential projects will be both literally and figuratively bigger than ones in the past.

Literally, because in many cases the projects being built are taller and have more units than most new projects. And figuratively, because the companies behind them are players on a national or even international basis, but relatively new to the Sacramento market.

To put it another way, the new contenders in the development ring are most definitely heavyweights.

Everything's relative, of course. Riaan de Beer, vice president of development at Vancouver, British Columbia-based Anthem United, said his company is relatively small in the multifamily development world, with "only" 40 to 50 projects active at any time.

"We're a large company for Canada," said de Beer, whose firm plans as many as four active projects in Sacramento by the end of 2022. Two of them, Anthem Cathedral Square at 11th and J streets and 1500 S at 15th and S streets, are already under construction.

For perspective, most of the biggest local players in urban multifamily projects, like D&S Development or SKK Developments, typically have from three to six local projects on their drawing boards at any given time.

But as Sacramento rose on the national radar in recent years as both a red-hot multifamily market and having high potential for its downtown to take on new life, bigger companies took notice.

CONTINUED ON PAGE 12

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Date: Thursday, February 10, 2022
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Circulation (DMA): 10,574 (20)
Type (Frequency): Magazine (W)
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Section: Main
Keyword: Park Tower

CONTINUED FROM PAGE 11

HOW THEY CAME TO SACRAMENTO

Executives at each company describe slightly different paths to discovering development possibilities in Sacramento. For San Francisco-based Shorenstein, it was noticing the neighborhood of a potential development site at 601 Capitol Mall, said John Boynton, managing director for the company's West Investments Group.

Shorenstein was familiar with Sacramento through owning first Park Tower at Ninth and J streets, and more recently US Bank Tower at 621 Capitol Mall, next to what was then a parking lot at 601 Capitol Mall. "Sacramento is a market that's always been on our radar, but maybe not a high-priority market," he said.

During the building boom of the 2000s, 601 Capitol Mall was the proposed site for Aura, a 37-story condominium tower that never made it beyond planning approvals. When Shorenstein looked at the .89-acre site, Boynton said, a high-rise didn't make sense. But a multifamily project with ground-floor retail did.

The result is The Frederic, a nearly completed 162-unit apartment project where future residents will be walking distance to Golden 1 Center, Downtown Commons and the State Capitol Building.

Another developer planning what would be the city's tallest residential building took stock of migration patterns. Nashville, Tennessee-based Southern Land Co. has a philosophy of building where people want to live, said Parker Larson, the company's Bay Area-based director of acquisitions.

"There are a lot of metrics that don't have flash-in-the-pan attributes," he said, noting how cheaper real estate has for years drawn Bay Area residents to Sacramento. That trend accelerated when the pandemic gave more office and tech workers the chance to work from home, regardless of where that was.

Next year, Southern Land Co. will make its local bet with a project on what's known as Lot X, the southwest corner of Capitol Mall and Third Street. The current plan is for construction to start then on a 30-story residential tower with 232 apartments. A neighboring five-story office building of mass timber framework is also planned.

Both Boynton and Larson said the development of Golden 1 Center and Downtown Commons also was a factor, providing selling points for housing nearby.

But for Anthem United, discovering Sacramento as an urban market with potential was almost by happenstance, de Beer said.

The company wanted to diversify into more multifamily in the United States, and started looking for good markets to do so, de Beer said.

Anthem United considered hot markets like Austin, Texas, Denver and Seattle, he said. But then its management realized they were already established in another one: Sacramento. The company had a presence here after its 2015 acquisition of GBD Communities, a Roseville-based single-family residential developer.

"It was a pleasant surprise at the time," de Beer said. "The major markets are increasingly competitive, and Sacramento is an easier market to get your arms around."

> **"We're seeing capital markets and developers look at Sacramento a different way."**
>
> MICHAEL AULT, *executive director of the Downtown Sacramento Partnership*

> **"The major markets are increasingly competitive, and Sacramento is an easier market to get your arms around."**
>
> RIAAN DE BEER, *VP of development, Anthem United*

Like 601 Capitol Mall, the Anthem Cathedral site was entitled for a high-rise from more than a decade earlier that wasn't realistic anymore, de Beer said. But seven-story Anthem Cathedral Square, with 153 apartments and 10,000 square feet of retail, seemed like a bite the company could swallow.

Since then, Anthem has also scooped up the land and started work at 15th and S streets, planned for six stories of 137 apartments and 9,700 square feet of retail space. De Beer said his company hopes to announce a third project site in the region within the next couple months.

NOT A ONE-TIME DEAL

In addition to being from out of town, the big development firms have another trait in common: They appear to plan to stick around. Anthem's de Beer said his company typically keeps ownership of its properties after building them. And Larson, of Southern Land Co., said it doesn't usually enter a market to just do one project.

"At Lot X, our intent is to build and hold for a long time," he said.

Shorenstein's Boynton said the company isn't openly targeting further local projects at this point, but the company would keep a close eye on potential opportunities.

"Our fund is focused on office, but they can also be mixed-use investments," he said.

Some of those firms' interest in Sacramento may be by necessity. Larson said that in many larger cities, there's not only more

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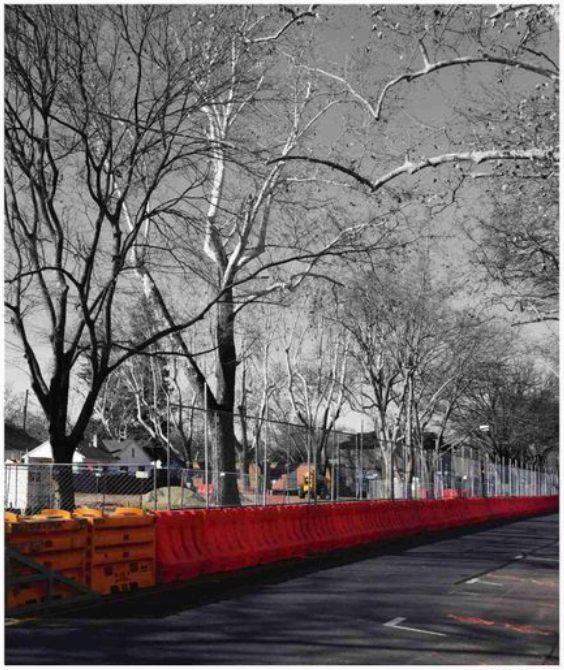
SACRAMENTO BUSINESS JOURNAL

Date: Thursday, February 10, 2022
Location: SACRAMENTO, CA
Circulation (DMA): 10,574 (20)
Type (Frequency): Magazine (W)
Page: 1,10,11,12,13
Section: Main
Keyword: Park Tower



DENNIS MCCOY | SBJ

competition but a higher barrier to entry.

To entice development, Sacramento officials and planners have streamlined approval processes for many kinds of projects, especially those providing denser housing, near transit or both. That was a factor in Anthem United's decision to get active here, de Beer said.

In the 2000s, the hot real estate market both locally and nationally also brought in out-of-town developer interest, such as in projects like Aura. When the Great Recession ended that boom, their interest largely evaporated.

This time around, projections suggest Sacramento will remain a region with more demand for housing than supply years into the future, with new apartments making up less than 1% of all apartment stock.

Such demand has already pushed rents up across the region, including in the central city. One-bedroom apartments in new projects often rent for more than $2,000 a month.

So far, though, the high figures aren't affecting demand for those shiny new spaces. Projects opened in the last few years like SKK's Eleanor and The Press at Midtown Quarter in Midtown Sacramento have about two dozen available units between them, according to Apartments.com, out of more than 300 apartments overall.

Jessica Chase, asset manager for the residential portion of Shorenstein's investments, said pre-leasing for The Frederic began in September, and the first residents moved in just before the end of 2021. The company didn't share exact figures on leasing to date, however, and tenants for the retail spaces are still being negotiated.

▲ *15th & S Street, location of the second of four projects by Vancouver, British Columbia-based Anthem United.*

LOCALS SAY COME ON IN

With bigger companies seeking their piece of Sacramento pie, local developers specializing in urban infill could be resentful of interlopers at a party they've largely had to themselves in the last couple decades.

But the most prolific of those local developers, SKK Developments founder and President Sotiris Kolokotronis, said he's happy to have the help in addressing an overall shortage of housing.

"We have been really behind on new product," said Kolokotronis, who currently has a few hundred new urban apartments in the works and hundreds more not far from the central city across four or five projects. "I welcome bringing new capital to the market."

When he began developing in the 1980s, he said, the Sacramento region saw as many as 9,000 new apartments a year. Companies based elsewhere built most of them, he said. Now, even with new developers finding Sacramento, the need is still not being met, he added. Last year there were just under 2,000 units built in the region, according to commercial real estate brokerage Colliers.

Regardless of where the developers come from, they'll face the same local challenges: Fierce competition for contractors, higher materials costs and fees that are much higher than the 1980s, Kolokotronis said.

Far from being discouraged, advocates for Downtown Sacramento are happy to see new players in town. Michael Ault, executive director of Downtown Sacramento Partnership, said the projects by Southern Land Co., Anthem United and Shorenstein make good on the bet placed nearly a decade ago when the plan for Golden 1 Center and Downtown Commons began to come together.

"We're seeing capital markets and developers look at Sacramento a different way," he said. "I think it's validating for us, but we have to match it with an environment that's welcoming."

Ault said he's not concerned about the new companies to town leading to oversupply. On a weekly basis, he said, he still gets calls from people interested in living downtown, but stymied by a lack of options.

In another way, new residential spaces could be a key factor in Downtown Sacramento's future vitality. The coronavirus pandemic has left many office spaces at far from full capacity because their workers are now doing the same jobs from home much of the time.

More people living downtown could at least change the feel of many downtown streets, which have been noticeably light on traffic for the last two years.

"Everything is on the table with where we're trending," Ault said. "Some of these are pretty nice products. But we need to have a variety of price points."

For their part, the new developers in the central city said they're not looking to upset or change the market. They'll take what they've made work elsewhere and fit it to what works here.

"Our attitude is, we're the new guys," de Beer said. "We're there to learn."

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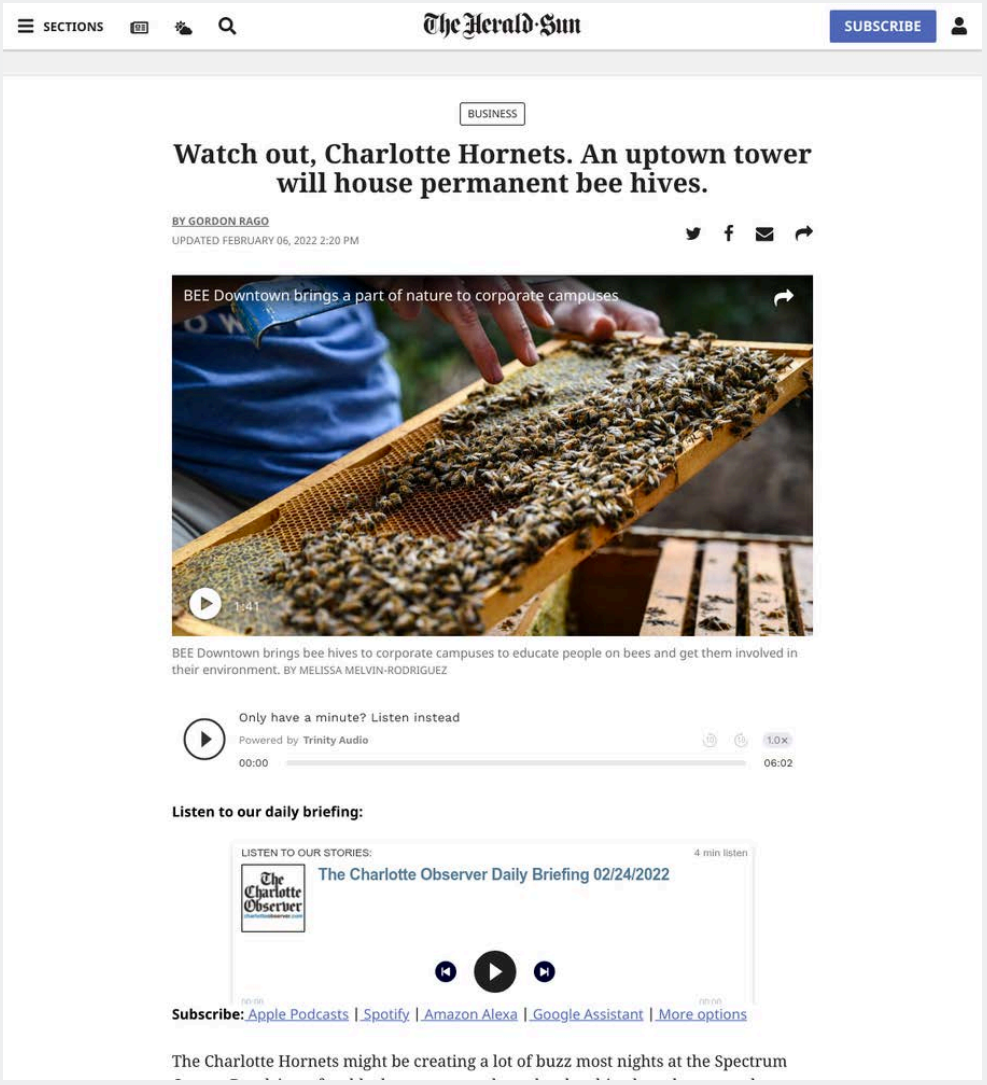
Herald Sun

Follow the Durham Herald Sun newspaper for the latest headlines on The Triangle news. Find daily local breaking news, opinion columns, videos and community events.



February 04, 2022 ONLINE

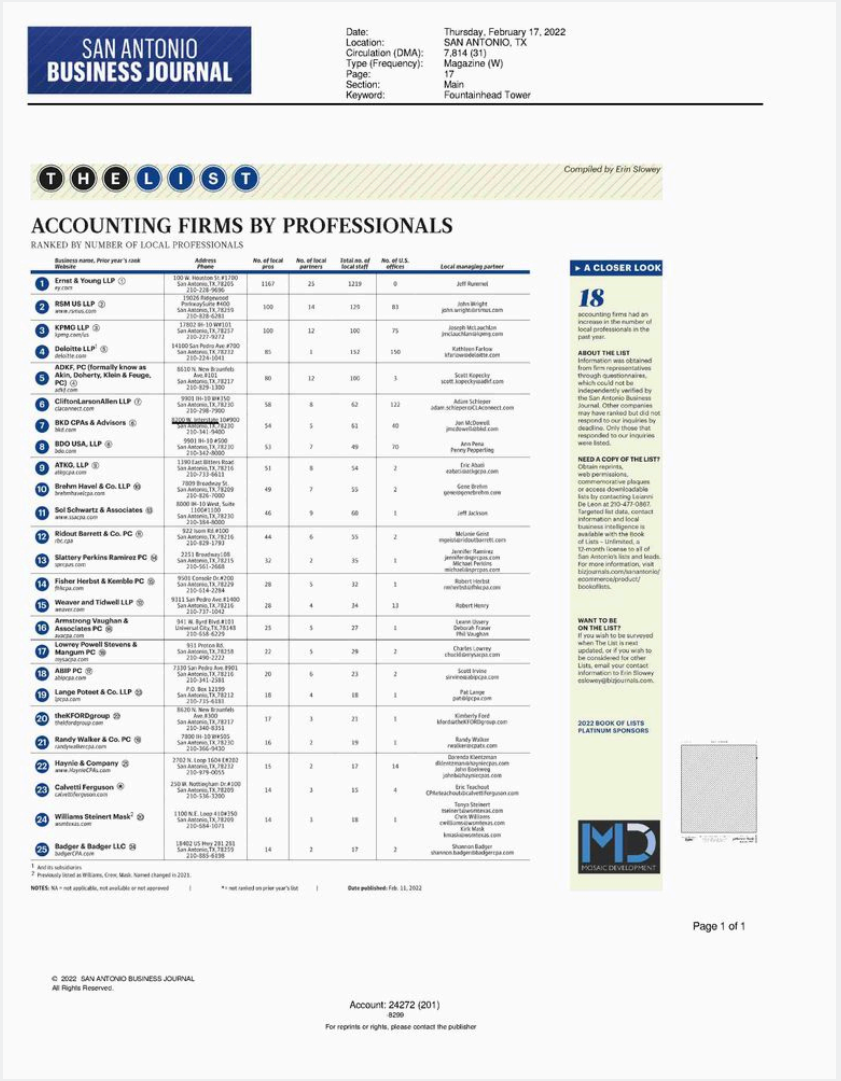
Herald Sun (56-000)

heraldsun.com/news/business/article257...

Monthly Visits **3.6K**

Monthly Visits

San Antonio Business Journal



SAN ANTONIO BUSINESS JOURNAL

Date: Thursday, February 17, 2022
Location: SAN ANTONIO, TX
Circulation (DMA): 7,814 (31)
Type (Frequency): Magazine (W)
Page: 17
Section: Main
Keyword: Fountainhead Tower

THE LIST

Compiled by Erin Slowey

ACCOUNTING FIRMS BY PROFESSIONALS

RANKED BY NUMBER OF LOCAL PROFESSIONALS

	Business name, Prior year's rank Website	Address Phone	No. of local pros	No. of local partners	Total no. of local staff	No. of U.S. offices	Local managing partner
1	Ernst & Young LLP (1) ey.com	100 W. Houston St. #1700 San Antonio, TX. 78205 210-228-9696	1167	25	1219	0	Jeff Rummel
2	RSM US LLP (2) www.rsmus.com	15926 Kelyewood Parkway/Suite #400 San Antonio, TX. 78255 210-828-6281	100	14	129	83	John Wright john.wright@rsmus.com
3	KPMG LLP (3) kpmg.com/us	17802 IH-10 W#101 San Antonio, TX. 78257 210-227-9272	100	12	100	75	Joseph McLachlan jmclaughlan@kpmg.com
4	Deloitte LLP (5) deloitte.com	14100 San Pedro Ave.#700 San Antonio, TX. 78232 210-224-1041	85	1	152	150	Kathleen Farlow kfarlow@deloitte.com
5	ADKF, PC (formally know as Akin, Doherty, Klein & Feuge, PC) (4) adkf.com	8610 N. New Braunfels Ave.#101 San Antonio, TX. 78217 210-829-1300	80	12	100	3	Scott Kopecky scott.kopecky@adkf.com
6	CliftonLarsonAllen LLP (7) claconnect.com	9903 IH-10 W#150 San Antonio, TX. 78230 210-298-7900	58	8	62	122	Adam Schipper adam.schipper@CLAconnect.com
7	BKD CPAs & Advisors (6) bkd.com	5900 N. Loop 1604 W#900 San Antonio, TX. 78230 210-341-9400	54	5	61	40	Jon McDowell jmcdowell@bkd.com
8	BDO USA, LLP (9) bdo.com	9901 IH-10 #100 San Antonio, TX. 78230 210-342-8000	53	7	49	70	Ann Pena Penny Pepperling
9	ATKG, LLP (8) atkgcpa.com	1190 East Bitters Road San Antonio, TX. 78216 210-733-9611	51	8	54	2	Eric Abati eabati@atkgcpa.com
10	Brehm Havel & Co. LLP (10) brehmhavelcpa.com	7809 Broadway St. San Antonio, TX. 78209 210-826-7000	49	7	55	2	Gene Brehm gene@brehmbros.com
11	Sol Schwartz & Associates (11) www.ssacpa.com	8000 IH-10 West, Suite 1100#1100 San Antonio, TX. 78230 210-384-8000	46	9	68	1	Jeff Jackson
12	Ridout Barrett & Co. PC (15) rbc.cpa	922 Isom Rd.#100 San Antonio, TX. 78216 210-829-1793	44	6	55	2	McLinne Geist mgeist@ridoutbarrett.com
13	Slattery Perkins Ramirez PC (14) sprcpas.com	2151 Broadway 100 San Antonio, TX. 78215 210-561-3660	32	2	35	1	Jennifer Ramirez jennifer@sprcpas.com Michael Perkins michael@sprcpas.com
14	Fisher Herbst & Kemble PC (16) fhkcpa.com	9503 Console Dr.#200 San Antonio, TX. 78229 210-514-2284	28	5	32	1	Robert Herbst rherbst@fhkcpa.com
15	Weaver and Tidwell LLP (13) weaver.com	9311 San Pedro Ave.#1400 San Antonio, TX. 78216 210-737-1042	28	4	34	13	Robert Henry
16	Armstrong Vaughan & Associates PC (18) avacpa.com	941 W. Byrd Blvd.#103 Universal City, TX. 78148 210-658-6299	25	5	27	1	Leann Sloany Deborah Fraser Phil Vaughan
17	Lowrey Powell Stevens & Mangum PC (19) mnsacpa.com	911 Pintoo Rd. San Antonio, TX. 78258 210-490-2227	22	5	29	2	Charles Lowrey chuck@lpsmcpa.com
18	ABIP PC (17) abipcpa.com	7130 San Pedro Ave.#901 San Antonio, TX. 78216 210-341-2381	20	6	23	2	Scott Irvine sirvine@abipcpa.com
19	Lange Poteet & Co. LLP (12) lpcpa.com	P.O. Box 12199 San Antonio, TX. 78212 210-735-6181	18	4	18	1	Pat Lange pat@lpcpa.com
20	theKFORDgroup (22) thekfordgroup.com	8620 N. New Braunfels Ave.#300 San Antonio, TX. 78217 210-348-9351	17	3	21	1	Kimberly Ford kford@theKFORDgroup.com
21	Randy Walker & Co. PC (20) randywalkercpa.com	7800 IH-10 W#935 San Antonio, TX. 78230 210-366-0430	16	2	19	1	Randy Walker rwalker@rwcpats.com
22	Haynie & Company (23) www.HaynieCPAs.com	2702 N. Loop 1604 E#202 San Antonio, TX. 78232 210-979-0055	15	2	17	14	Doreesha Kweizman dkweizman@hayniecpas.com John Boehneg johnb@haynieccpas.com
23	Calvetti Ferguson (24) calvettiferguson.com	250 W. Nottingham Dr.#100 San Antonio, TX. 78209 210-536-3200	14	3	15	4	Eric Teachout CPAteachout@calvettiferguson.com
24	Williams Steinert Mask[2] (21) wsmtexas.com	1100 N.E. Loop 410#750 San Antonio, TX. 78209 210-564-1071	14	1	18	1	Tonyn Steinert tsteinert@wsmtexas.com Chris Williams cwilliams@wsmtexas.com Kirk Mask kmask@wsmtexas.com
25	Badger & Badger LLC (25) badgerCPA.com	18402 US Hwy 281 253 San Antonio, TX. 78259 210-880-6938	14	2	17	2	Shannon Badger shannon.badger@badgercpa.com

1 And its subsidiaries
2 Previously listed as Williams, Greer, Mask. Named changed in 2021.

NOTES: NA = not applicable, not available or not approved | *= not ranked on prior year's list | Date published: Feb. 11, 2022

A CLOSER LOOK

18

accounting firms had an increase in the number of local professionals in the past year.

ABOUT THE LIST

Information was obtained from firm representatives through questionnaires, which could not be independently verified by the San Antonio Business Journal. Other companies may have ranked but did not respond to our inquiries by deadline. Only those that responded to our inquiries were listed.

NEED A COPY OF THE LIST?

Obtain reprints, web permissions, commemorative plaques or access downloadable lists by contacting Lesarni De Leon at 210-477-0867. Targeted list data, contact information and local business intelligence is available with the Book of Lists - Unlimited, a 12-month license to all of San Antonio's lists and leads. For more information, visit bizjournals.com/sanantonio/ecommerce/product/bookoflists.

WANT TO BE ON THE LIST?

If you wish to be surveyed when The List is next updated, or if you wish to be considered for other Lists, email your contact information to Erin Slowey eslowey@bizjournals.com.

2022 BOOK OF LISTS PLATINUM SPONSORS

MD MOSAIC DEVELOPMENT

Page 1 of 1

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8299

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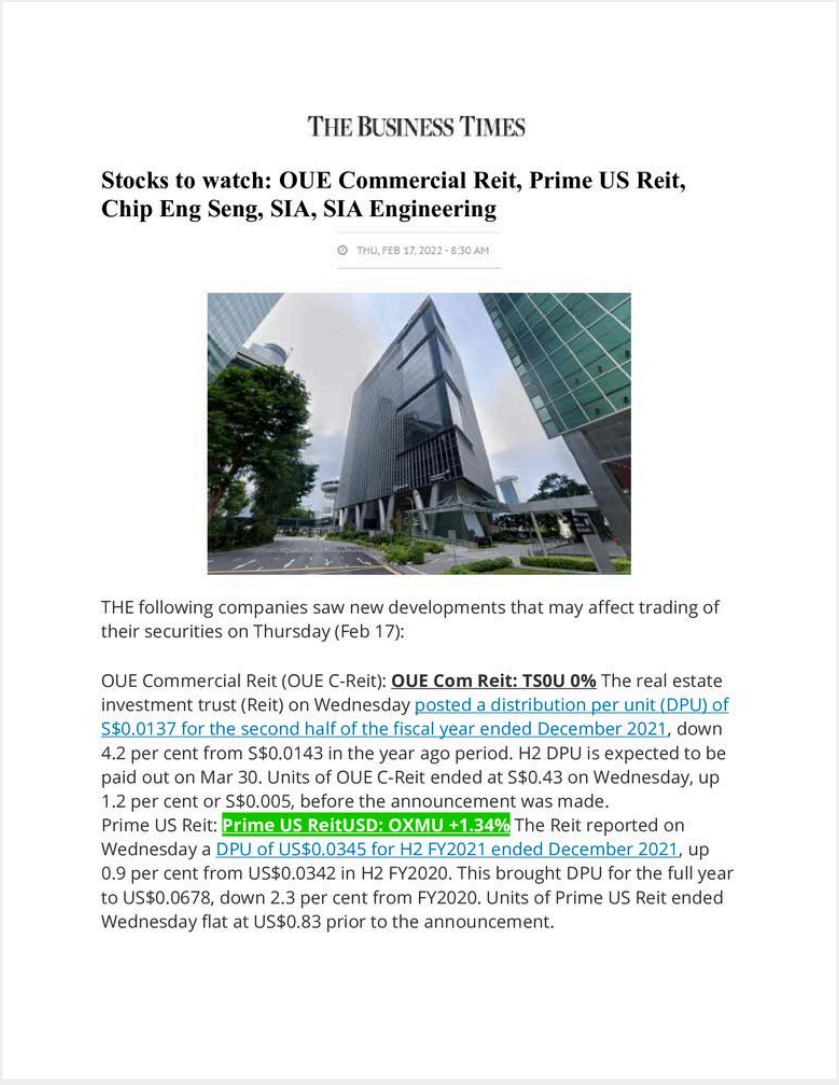
February 17, 2022 PRINT

San Antonio Business Journal (56-000)

Monthly Visits **7.81K**

Monthly Visits



THE BUSINESS TIMES

Stocks to watch: OUE Commercial Reit, Prime US Reit, Chip Eng Seng, SIA, SIA Engineering

THU, FEB 17, 2022 - 8:30 AM

THE following companies saw new developments that may affect trading of their securities on Thursday (Feb 17):

OUE Commercial Reit (OUE C-Reit): **OUE Com Reit: TS0U 0%** The real estate investment trust (Reit) on Wednesday posted a distribution per unit (DPU) of S$0.0137 for the second half of the fiscal year ended December 2021, down 4.2 per cent from S$0.0143 in the year ago period. H2 DPU is expected to be paid out on Mar 30. Units of OUE C-Reit ended at S$0.43 on Wednesday, up 1.2 per cent or S$0.005, before the announcement was made.

Prime US Reit: **Prime US ReitUSD: OXMU +1.34%** The Reit reported on Wednesday a DPU of US$0.0345 for H2 FY2021 ended December 2021, up 0.9 per cent from US$0.0342 in H2 FY2020. This brought DPU for the full year to US$0.0678, down 2.3 per cent from FY2020. Units of Prime US Reit ended Wednesday flat at US$0.83 prior to the announcement.

February 17, 2022 OFFLINE

The Business Times (56-000)

businesstimes.com.sg/stocks/stocks-to-w...

Monthly Visits **1.04M**

Monthly Visits

Chip Eng Seng: **Chip Eng Seng: C29 +1.11%** The mainboard-listed property player reported on Wednesday a net loss of S$31.6 million for the second half of the fiscal year ended December 2021, improving on a S$56.7 million loss in the previous year. Loss for the full year came in at S$31.5 million, an improvement from a loss of S$81.1 million in FY2020. Shares of Chip Eng Seng ended Wednesday flat at S$0.44 before the results were released.

Singapore Airlines (SIA): **SIA: C6L +1.21%** The flag carrier airline of Singapore on Wednesday announced that it has ordered 22 additional GE9X engines from GE Aviation to power its fleet of Boeing 777-9 aircraft, along with a 12-year services contract for a total of US$2.8 billion.

The company has also decided that all flights out of Changi Airport will use a blend of refined jet fuel and sustainable aviation fuel in a 1-year trial beginning in the third quarter this year.

Separately, the airline has been banned from flying passengers to Hong Kong for 2 weeks, after Covid-19 cases were detected among some of its passengers. Shares of SIA closed at S$5.33 on Wednesday, up 1.1 per cent or S$0.06.

SIA Engineering: **SIA Engineering: S59 -0.46%** The wholly-owned subsidiary of Singapore Airlines group on Wednesday said it has inked an agreement with maintenance, repair and overhaul (MRO) service provider SR Technics Switzerland to acquire a 75 per cent stake in SR Technics Malaysia for US$3.8 million to form an MRO joint venture. Shares of SIA Engineering ended Wednesday at S$2.26, up 0.4 per cent or S$0.01, before the announcement.

Shinvest Holding: **Shinvest: BJW 0%** A special-purpose vehicle with members of the Teo family group on Wednesday announced its intention to make a voluntary conditional cash offer of S$3.50 per share to acquire all the shares of Shinvest Holding. Shares of Shinvest ended flat at $3.10 before the company called for a trading halt on Wednesday. Shares will resume trading on Thursday morning.

HC Surgical Specialists: **$ HC Surgical: 1B1 0%** HC Endoscopy & Piles Centre, a clinic belonging to HC Surgical Specialists has been granted a licence by the Ministry of Health to provide a number of Covid-19 tests, announced the group on Wednesday. Shares of HC Surgical ended flat at S$0.50 after the announcement was made.

Trading Halt: Catalist-listed Mary Chia Holdings **$ Mary Chia: 5OX - 10.87%** on Thursday morning called for a trading halt with immediate effect, pending the release of an announcement. Shares last traded at S$0.028, up 3.7 per cent or S$0.001, when the market closed on Wednesday.

The Oregonian

The Oregonian
Date: Friday, February 04, 2022
Location: PORTLAND, OR
Circulation (DMA): 84,732 (21)
Type (Frequency): Newspaper (D)
Page: R8
Section: A & E
Keyword: Meier & Frank Building

Brilliant displays: Portland's self-guided Winter Light Festival glows for 9 nights

VISUAL ARTS

Rosemarie Stein
The Oregonian/OregonLive

Moving and adapting to what continues to be a long-lived pandemic, the annual Portland Winter Light Festival returns Friday with more than 100 illuminated works of art spread out over much of the Portland metro area.

When the festival began in 2016, it was mostly contained to the east bank of the Willamette near OMSI. In 2021, the pandemic prompted the festival to pivot to a "(non)Festival," offering walk-by installations and no hands-on activities throughout the city.

The 2022 version, running Feb. 4-12, is more of a hybrid, with a DIY approach to seeing outdoor installations mixed with scheduled events including an Illuminated Bike Ride and Silent Disco.

"The idea behind the festival is not only to show art, but to convince everyone to join us in creating art," artistic director Chris Herring said in an email.

Still diffused across miles of city and suburban locations, this year's free PGE-sponsored event will feature three "anchor" locations, on weekends only, that will offer art installations, music, food carts and chances to mix and mingle with festival goers.

Guests will be able to gather outdoors from 6 to 10 p.m. Fridays and Saturdays at Pioneer Courthouse Square and the World Trade Center downtown, and the Electric Blocks at Southeast Second Avenue and Clay Street to see dramatic large-scale illuminated artworks. These anchor locations will also offer music, interactive events and food carts.

Other festival locations will be available on specific hours and days (see website for details) throughout the nine-day festival. Beyond the anchors, dozens of art works (some large installations, some small intimate works) will be on view throughout the city and into the suburbs.

To minimize crowding, the festival suggests guests map their own route through the displays. A recent release advised guests to "embrace the spirit of discovery and choose (your) own path to explore the installations."

The festival also offers interactive events that go beyond the art installations. Opening night features an Illuminated Bike Ride beginning at 7 p.m. Friday. Riders light up and take off from Montgomery Street Plaza on Southwest Sixth Avenue at Broadway and take a 4-5 mile ride through the central city.

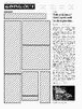
There's also "Silent Disco," where dancers don headsets offering three channels of live DJ music. That happens 6-10 p.m. Friday-Saturday, Feb. 4-5, at the Electric Blocks location.

Herring said that the COVID pandemic changed the way art is chosen for the festival. "During the first year of the pandemic, we decided to place art behind windows," Herring said. "Most of the art became significantly smaller, and less interactive. We started looking for pretty, but unique pieces. Some of them fit squarely into the theme, 'Within the Ecosystem,' some don't. The process has been different, allowing us a chance to see the beauty in the smaller pieces."

FESTIVAL HIGHLIGHTS

Planned festival highlights include:

- The return of "Helianthus Enorme" by Fez BeGaetz, a 25-foot-tall sunflower with 3,500 pixels of programmable LEDs at Pioneer Courthouse Square.
- Large-scale building projections by lighting artists Mark Johns and Craig Winslow.
- "Virror," a 6-food-tall LED wall with a 3-D scanning sensor that acts as a "virtual mirror" on the Meier & Frank Building on Southwest Morrison Street.
- "Bioluminescent Beasts," a light-reactive installation by local artist Mike Bennett at Pioneer Place.
- "Green Fuse," a multimedia art experience by CymaSpace that combines music and sound-responsive LED lights strips to benefit deaf and hearing people at Oregon Contemporary, 8371 N. Interstate Ave.
- "Luna," a 24-foot-long orca whale



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February 04, 2022 PRINT

The Oregonian (56-000)

Monthly Visits **84K**

Monthly Visits

The Oregonian
Date: Friday, February 04, 2022
Location: PORTLAND, OR
Circulation (DMA): 84,732 (21)
Type (Frequency): Newspaper (D)
Page: R8
Section: A & E
Keyword: Meier & Frank Building

sculpture covered in 6,000 LED bulbs at the waterfront in downtown Portland. Designed by MK Illumination, the sculpture is on loan from Lumiere Vancouver, a Canadian winter light festival.

IF YOU GO

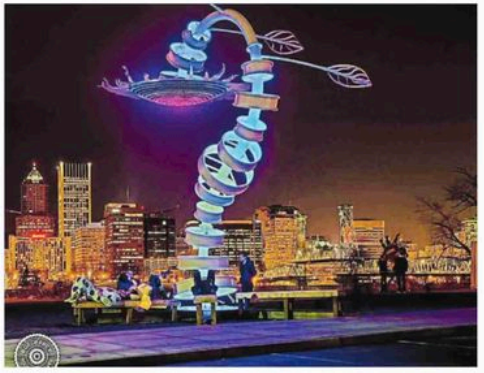
Winter Lights Festival

What: A free, all-ages and entirely outdoor festival.

Go: Feb. 4-12 at locations around the metro area. Hours vary depending on location. Anchor locations (Pioneer Courthouse Square, 701 S.W. Sixth Ave.; World Trade Center, 121 S.W. Salmon St.; the Electric Blocks, at Southeast Second Avenue and Clay Street) are open 6-10 p.m. Fridays and Saturdays.

Online: Details, maps and schedules are available at pdxwlf.com

Pandemic safety: Attendees are encouraged to wear masks, even though events are outdoors, and observe physical distancing at all art installations.



"Helianthus Enorme" by artist Fez BeGatez. *Christopher Edmonstone*

"Luna" is an illuminated sculpture by MK Illumination.

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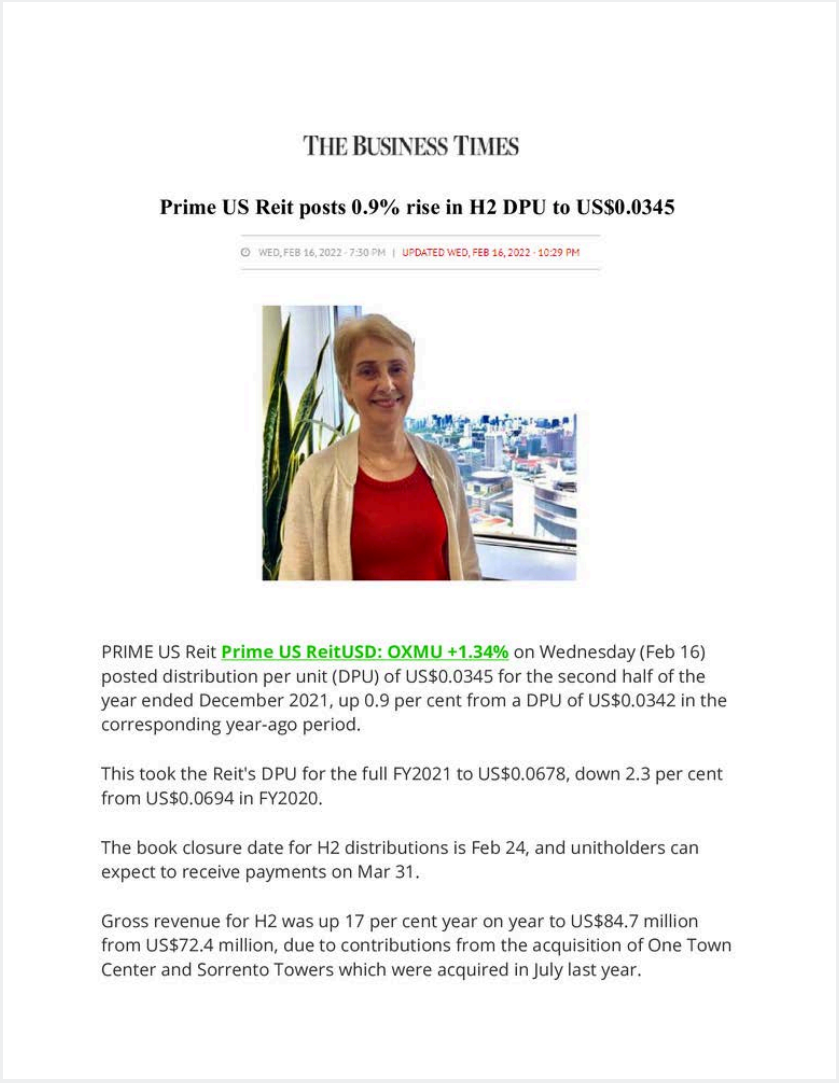

THE BUSINESS TIMES

Prime US Reit posts 0.9% rise in H2 DPU to US$0.0345

WED, FEB 16, 2022 · 7:30 PM | UPDATED WED, FEB 16, 2022 · 10:29 PM

PRIME US Reit **Prime US ReitUSD: OXMU +1.34%** on Wednesday (Feb 16) posted distribution per unit (DPU) of US$0.0345 for the second half of the year ended December 2021, up 0.9 per cent from a DPU of US$0.0342 in the corresponding year-ago period.

This took the Reit's DPU for the full FY2021 to US$0.0678, down 2.3 per cent from US$0.0694 in FY2020.

The book closure date for H2 distributions is Feb 24, and unitholders can expect to receive payments on Mar 31.

Gross revenue for H2 was up 17 per cent year on year to US$84.7 million from US$72.4 million, due to contributions from the acquisition of One Town Center and Sorrento Towers which were acquired in July last year.

February 16, 2022 OFFLINE

The Business Times (56-000)

businesstimes.com.sg/companies-market...

Monthly Visits **1.04M**

Monthly Visits

Property operating expenses were up 22.1 per cent to US$30.3 million due to higher expenses in One Town Center and Sorrento Towers.

Consequently, net property income rose by a more muted 14.3 per cent to US$54.4 million from US$47.5 million, as the rise in property operating expenses ate into the increase in topline.

Distributable income to unitholders for H2 came in at US$40.2 million, up 11 per cent from US$36.2 million in the year-ago period due to new acquisitions which also contributed to growth and diversification of income for the Reit.

Prime US Reit also booked a loss in net fair-value change in investment properties of US$17.2 million for H2, narrower than the loss of US$28.9 million in the year-ago period. This was driven mainly by fair-value losses on One Washingtonian Center, Reston Square, Village Center I, and Park Tower, but offset partially by gains on 171 17th Street.

Leasing volume for H2 more than doubled from H1, with 282,199 square feet (sq ft) leased. This brought FY2021 leasing volumes to 414,632 sq ft with a positive rental reversion of 14.1 per cent.

New leases accounted for 21 per cent of total leasing volume in FY2021, said Prime US Reit.

As at end-December 2021, the Reit's portfolio occupancy stood at 90.3 per cent, with a portfolio weighted average lease expiry of 4.2 years.

With the acquisition of Sorrento Towers and One Town Center, the Reit's enlarged portfolio value stood at US$1.65 billion as at end-December 2021.

The Reit's gearing stood at 37.9 per cent with available credit facilities in excess of US$230 million and debt headroom of US$405.8 million at 50 per cent leverage limit.

Barbara Cambon, chief executive of Prime US Reit's manger, said: "Our strategy to capture leasing and growth opportunities in key non-gateway

markets as the economy regains momentum continues to support our strong performance.

"As job growth and recent leasing activity indicate a nascent recovery and tenants' confidence in the return to office, we continue to identify market and asset attributes that employers seek, to best support their long-term workspace needs."

Units of Prime US Reit ended Wednesday flat at US$0.83.

OregonLive.com

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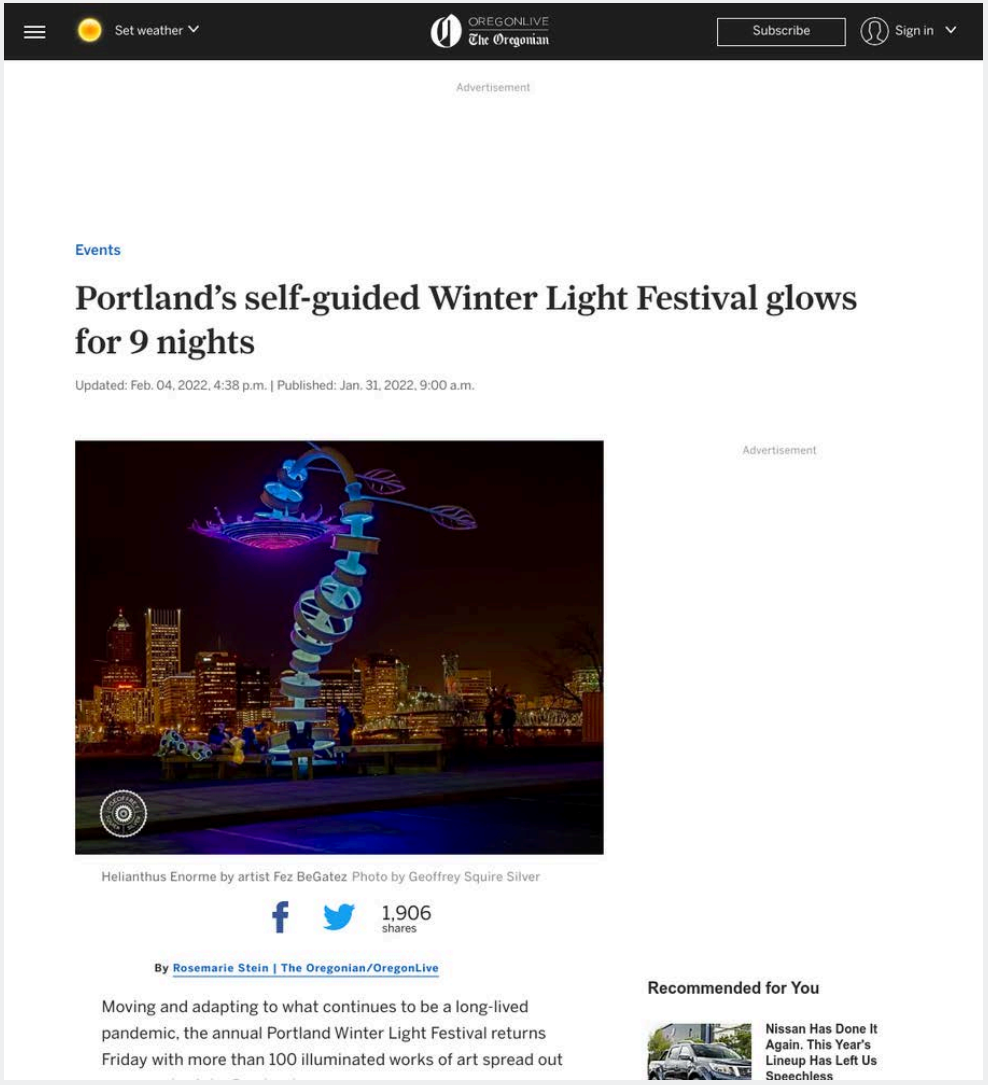

January 31, 2022 ONLINE

Oregon Live (56-000)

oregonlive.com/events/2022/01/portland...

Monthly Visits **73.1K**

Monthly Visits

Best in Dallas

Date: Tuesday, February 01, 2022
Location: DALLAS, TX
Circulation (DMA): 69,930 (N/A)
Type (Frequency): Magazine (M)
Page: 128,129
Section: Main
Keyword: Highland Park Place

SPECIAL ADVERTISING SECTION

BEST IN DALLAS

FEATURING: DENTISTS, DOCTORS, FINANCIAL PLANNERS, AND LAWYERS

We are proud to feature the following professionals who have earned the award of "Best" in their industry, by their peers. Use this as a reference on where to find the best in Dallas-Fort Worth. For more, visit dmagazine.com.

Best Dentists

LEE FITZGERALD, D.D.S., FAGD, FICOI
General Dentistry, Cosmetic and Implant Dentistry | Diplomate American Board of Oral Implantology/Implant Dentistry

Dr. Lee Fitzgerald has been a *D Magazine* Best Dentist from 2003 to 2017. His office is unique as an all-in-one center for cosmetic and dental implants. No longer do you need to travel to several offices for your implants or have your cosmetic dental work sent to an outside lab. All treatment and work is done in the same office under Dr. Fitzgerald's supervision. He has an in-office dental lab to cater to your cosmetic and implant needs. Dr. Fitzgerald's office offers complimentary cosmetic and implant evaluations with a free dental CAT scan. He is one of only 21 dentists in Texas who are a Diplomate of the American Board of Oral Implantology/Implant Dentistry. More information can be found on his website.

KENNETH HAMLETT, D.D.S., FAGD, FAACD
Cosmetic and Restorative Dentistry

Looking your best also means feeling your best, and a beautiful smile definitely makes an impact. As a Dallas native, Dr. Hamlett understands the importance of self-image. Therefore, he is committed to achieving excellent results for each patient. Stunning, natural smiles are his trademark. With a focus on comprehensive patient care, he strives to provide patients with healthier, brighter smiles. His office exudes a pampering, spa-like environment complete with aromatherapy candles, soothing music, and massage chairs. Dr. Hamlett is one of only a few dentists in the world to achieve the Fellow Member status by the American Academy of Cosmetic Dentistry and the Academy of General Dentistry.

TOM MCDOUGAL, D.D.S., FAGD, FICD
Clinical Assistant Professor;
Baylor College of Dentistry Aesthetic and Restorative Dentistry

Selected by his peers in *D Magazine* as one of the Best Dentists in Dallas for the last 11 consecutive years and additionally selected in two categories—general and cosmetic dentistry—Dr. McDougal practices state-of-the-art dentistry. His technologically advanced office is staffed with an exemplary team and offers patients the serenity of a greenhouse facility. This, combined with an in-house aesthetic dental laboratory and Dr. McDougal's personal commitment to excellence, uphold the stellar reputation of this dental practice that is known for its care and service. Dr. McDougal serves on the faculty for the Center for Aesthetic and Restorative Dentistry.

Best Doctors

JERALD S. GOLDSTEIN, MD
REBECCA A. CHILVERS, MD
SATIN S. PATEL, MD
Specialty: Fertility
Fertility Specialists of Texas

Doctors Jerald S. Goldstein, Rebecca A. Chilvers and Satin S. Patel have each been recognized as leaders in the field of reproductive medicine by patients and peers alike. Board certified in both obstetrics and gynecology and reproductive endocrinology and infertility, the team at Fertility Specialists of Texas (FST) has been proudly growing families for 15 years. By combining advanced technology and clinical experience with personalized, proactive treatment plans, FST consistently achieves IVF success rates above the national average. Areas of expertise include in vitro fertilization (IVF), egg freezing, genetic testing, donor egg, recurrent pregnancy loss and polycystic ovary syndrome (PCOS).

STEVEN J. WHITE, M.D.
Specialty: Cosmetic Plastic Surgery
USA Plastic Surgery

Dr. White specializes in all aspects of cosmetic surgery and is board certified in both plastic surgery and ENT. His commitment to excellence has been recognized by his selection as a Texas Super Doctor (*Texas Monthly*) as well as one of the Best Doctors in Dallas (*D Magazine*). He is known for the quality of his results as well as the personal care he provides. Dr. White is dedicated to seeking the best outcome for every patient. He believes precise surgical technique is essential to achieve exceptional results. Combining innovative instruments and techniques with state-of-the-art technology allows Dr. White to offer his patients better results with less discomfort and rapid recovery.

Best Financial Planners/Wealth Managers

FRANNIE GARDNER, CFP®, CFEd®, CDFA™
ANDREW R. GARDNER, CFP®, CFEd®
Gardner Wallace Financial Solutions

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128 February 2022 dmagazine.com

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February 01, 2022 PRINT

Best in Dallas (56-000)

Monthly Visits **69.9K**
Monthly Visits

Date: Tuesday, February 01, 2022
Location: DALLAS, TX
Circulation (DMA): 69,930 (N/A)
Type (Frequency): Magazine (M)
Page: 128,129
Section: Main
Keyword: Highland Park Place

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Best Lawyers

FRANK L. BRANSON
The Law Offices of Frank L. Branson, PC

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4514 Cole Avenue, Suite 1800 | Dallas, Texas 75205
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214.521.5485 (fax)
fbranson@fbranson.com | fbranson.com

Frank Branson's work in serious injury cases has earned him the reputation as one of the nation's top trial lawyers. Listed among the Best Lawyers in Dallas in *D Magazine*, he also is ranked as one of the Top 10 Lawyers in Texas in *Texas Monthly* magazine. In addition to being named in the publication "Best Lawyers in America" since 1987, Branson was profiled in *Forbes* magazine as one of the 50 most successful attorneys in the nation. In 2007, he earned the prestigious "Mel" award presented by the Melvin Belli Society to a "Giant of the Trial Bar."

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DAWN BUDNER
Calabrese Budner, LLP

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Calabrese Budner offers a modern, sophisticated approach for clients with family matters. Carla Calabrese has over 25 years of experience in family law, earning one of only five Master Credential certifications in Collaborative Divorce awarded to Dallas attorneys. Dawn Budner, a former equity partner with a top Dallas commercial litigation firm, brings to her clients an excellent reputation for achievement in the courtroom. Together, they share a passion and purpose to guide clients expertly through property or child custody issues in every conceivable scenario. Recent Awards: Calabrese and Budner are recipients of the *D Magazine* Best Lawyers in Dallas (2019). Carla and Dawn were selected as 2019 Best Lawyers in America (Family Law) and Best Law Firms in America, Woodward White (2019). Calabrese was also selected as 2019 Best Lawyers in America (Collaborative Divorce).

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GREG MCALLISTER
CHASE POTTER
Rogge Dunn Group, PC

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Rogge has been rated as one of the Top 100 attorneys in Texas by *Texas Monthly*. He has repeatedly been named one of the Best Lawyers in Dallas by *D Magazine* and a Super Lawyer by *Texas Monthly*. Dunn handles employment, non-compete, partnership, breach of contract, shareholder oppression, CIC, and other business matters for executives, employees, financial advisors, and companies. He has won more than $2 billion for his clients and multi-million-dollar awards in California, Texas, Louisiana, and Arkansas. He is one of only 25 attorneys in Texas Board Certified in both Civil Trial Law and Labor and Employment Law. When you need the power of a trial attorney call Rogge. Results depend on the facts of each case.

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Scott Frenkel, Mark Frenkel, and Gene Burkett have all been recognized as Best Lawyers in Dallas by *D Magazine* numerous times. Established 24 years ago, the firm handles cases throughout the nation on significant personal injury cases. Practice areas include serious trucking, auto, and motorcycle collisions and product liability (including automobile defect cases such as seatbelt/airbag failure.) Both Gene and Scott have been named to *Fort Worth Magazine*'s Top Attorney list in 2017. Mark and Scott have been named Super Lawyers in *Texas Monthly*. All three lawyers are members of the Million-Dollar and Multi-Million Dollar advocates forum, and Mark is an officer in the Dallas Trial Lawyers Association.

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Kelly McClure is considered a foremost expert on the legal and emotional complexities of divorce. McClure Law Group offers their clients an alternative and creative approach to litigation through Collaborative Law and other forms of dispute resolution in which the participants reach equitable agreements without painful litigation, thereby minimizing stress and additional financial burden and maximizing privacy and discretion. However, the expertise and tenacious drive of the lawyers at McClure Law Group are formidable factors when cases reach the courthouse. Collectively, the firm's lawyers have approximately 100 years of experience handling complex property cases, custody disputes, modifications, and pre and post-marital agreements. McClure is Board Certified in family law by the Texas Board of Legal Specialization and all partners have been named as Best in Dallas over the past couple of decades.

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Julie Quaid is committed to helping clients prevent the destruction often associated with divorce by guiding them toward respectful, cooperative ways of divorcing. She works to achieve optimum results by helping clients focus on the future and protecting what is most important: children, relationships, and financial security. When *D Magazine* surveyed local lawyers to name the top female attorneys in North Texas, only Quaid was recognized for both Collaborative Divorce and Family Law. She was named Lawyer of the Year: CollaboraTiveLaw: Family Law Dallas/Ft. Worth for 2017 by *U.S. News and World Report*, Texas Super Lawyer 2011–2021 and Best Lawyers in America 2014–2022. Quaid Farish was recognized as Top-Listed Family Law in Dallas by Best Lawyers in America 2014–2022 and Top-Listed Collaborative Family Law for 2017–2022.

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Jeff Rasansky is listed among The Best Lawyers in Dallas by *D Magazine* and a 15-time Texas Super Lawyer in *Texas Monthly*. He represents individuals and families in catastrophic injury and death cases involving auto/trucking accidents, birth injuries, medical malpractice, and defective and dangerous products. In addition, Rasansky and his law firm represent clients on a contingency and/or hybrid-fee basis in complex business litigation including contract claims, insurance disputes, breach of fiduciary duty, deceptive trade practices, and fraud. Print and television reporters regularly rely on Rasansky for his views on today's significant legal events.

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Washingtonian

WASHINGTONIAN

Date: Tuesday, February 01, 2022
Location: WASHINGTON, DC
Circulation (DMA): 115,123 (N/A)
Type (Frequency): Magazine (M)
Page: 85
Section: Main
Keyword: 3001 Washington Blvd

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Top Producer, *Washingtonian* 2021

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February 01, 2022 PRINT

Washingtonian (56-000)

Monthly Visits **115K**

Monthly Visits

The Oregonian

The Oregonian
Date: Monday, March 14, 2022
Location: PORTLAND, OR
Circulation (DMA): 84,732 (21)
Type (Frequency): Newspaper (D)
Page: A1,A4
Section: Main
Keyword: Meier & Frank Building

OBITUARY

Oregon civic leader Gerry Frank dies at 98

Douglas Perry *The Oregonian/OregonLive*

He was Oregon's beloved local tourist, traveling the state's byways and reporting back to a large, enthusiastic audience.

For Gerry Frank, who died Sunday at age 98, this was far from his only claim to Northwest fame. Before he began recommending day trips on KPTV's "Good Day Oregon" and highlighting favorite restaurants in a column for The Oregonian, he served as Sen. Mark Hatfield's right-hand man for more than two decades.

When Frank stepped down as Hatfield's chief of staff in 1992, The Oregonian pointed out that he was "nearly as prominent as his boss."

For years, Frank was Salem's best-known restaurateur, holding court at Gerry Frank's Konditorei, where he offered up "his famous crushing handshake" to patrons and friends alike. He also promoted numerous charity endeavors over the years and served on a multitude of corporate boards. He even became a favorite of Big Apple connoisseurs after writing the top-selling travel guide, "Where to Find It, Buy It, Eat It in New York."

He was celebrated as Salem's "First Citizen" and its "most-eligible bachelor" — and as Oregon's "third senator."

When Frank turned 93 in 2016, popular conservative radio host Lars Larson heralded him as "the single greatest ambassador for Oregon and the Northwest."

SEE GERRY FRANK, A4

Frank insisted he never expected to have such a multifaceted public career. "I thought I would be in the family business all my life," he said.

That business was, of course, the Meier & Frank Co., Oregon's biggest and best-known retailer throughout the 20th century. In its heyday, the department-store company's Northwest influence was so great, wrote former M&F store model Jan Boutin, that its "sales representatives joked that there were four major cities on the West Coast: Los Angeles, San Francisco, Seattle and Meier & Frank."

Frank, the great-grandson of store founder Aaron Meier, was never Meier & Frank's mayor — that was his father Aaron Frank. But, as he later did for Sen. Hatfield, he served as its indefatigable major domo. He traveled extensively to discover the secrets of the world's top retailers, and in 1955 he personally put what he'd learned into practice as manager of the company's new Salem store.

Ten years later, the company's board suddenly forced his father out as chief executive. Amid bickering among members of the family, the company was sold to the St. Louis-based May Department Stores Co. Frank said the contentious battle for control of Meier & Frank was "the saddest" period of his life.

He never really got over it. "In Frank's view," The Oregonian wrote in 1977, "the most poisonous influence in Oregon has been the control of business by owners from outside the state who don't 'have a stake, a real emotional tie' here."

Gerald W. Frank was born in Portland on Sept. 21, 1923, eight years before his great-uncle, Julius Meier, became Oregon governor. His privileged childhood was offset by his father's work ethic and his mother's social obligations, and he admitted he spent more time with his governess than with his parents. Frank graduated from Lincoln High School, served in the military during World War II, and attended Stanford University and England's Cambridge University.

Despite holding fancy degrees, Frank didn't begin his retailing career in the Meier & Frank executive suite. "He started in the receiving room opening boxes," Boutin wrote, "then got promoted to opening larger boxes!"

After the May Co. took over the company, Frank turned to another passion: politics. He had been managing Hatfield's campaigns since the mid-1950s. Now he joined the senator's office, initially taking a dollar-a-year salary.

Frank, whom Hatfield called his "best friend," soon became chief of staff. He relished the job — even on the rare occasion when Hatfield's viewpoint made him uncomfortable, such as when the senator opposed the Vietnam War.

"I'm a flag-waver," Frank said of his early support for President Lyndon Johnson's escalation of the conflict in Southeast Asia. "I've been in the military. I must say my (attitude) has always been, 'My country, right or wrong.' I found it very difficult not to accept what the president, the commander-in-chief, was saying."

But he backed Hatfield's antiwar stance for one simple reason: "I trusted Mark's intelligence."

He also stuck with Hatfield through late-career scandals that threatened the

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OR-84
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March 14, 2022 PRINT

The Oregonian (56-000)

Monthly Visits **84.7K**

Monthly Visits

The Oregonian

Date: Monday, March 14, 2022
Location: PORTLAND, OR
Circulation (DMA): 84,732 (21)
Type (Frequency): Newspaper (D)
Page: A1,A4
Section: Main
Keyword: Meier & Frank Building

senator's reputation, such as the revelation that Hatfield had accepted gifts from lobbyists. In 2012, a year after Hatfield's death, newly released FBI documents showed that in 1985 the federal government had secretly indicted a Greek arms dealer on charges of bribing the influential senator.

For years Frank was probably the best-known congressional staffer in the country. In 1976, a Salem man approached Hatfield at a campaign event and asked for a brief audience — with his assistant. "My wife says she won't want anything else," he told the senator, "if she can just see Gerry Frank."

"It is hard to overstate Gerry Frank's contributions, through decades of service, to our community in Salem and to the state of Oregon," Gov. Kate Brown said in a statement Sunday. "As the Chief of Staff to Senator Mark Hatfield for over 20 years, he was sometimes called Oregon's Third Senator. He also advised countless governors throughout the years, myself included. I am lucky to have called Gerry a trusted counselor and friend."

Throughout the 1970s and beyond, rumors swirled that Frank would run for governor, and pundits around the state believed that, if he did, he would easily win. But he never threw his hat in the ring.

One longtime friend offered a theory on why Frank never put his name on the ballot: "I think he knows that the title 'Gerry Frank' is enough to get him anything he wants in Oregon."

That included cushy spots on a long list of corporate boards — as well as a place on an advisory panel for Aequitas Capital Management, which collapsed in 2016 in one of Oregon's largest-ever financial scandals. The company's receiver, Ronald Greenspan, issued a report that chronicled Aequitas' long history of institutionalized self-dealing and "actual fraud," which he called "Ponzi-like."

In 2007, Aequitas provided Frank with $250,000 for a planned restaurant in Portland — an investment Frank never paid back. When Aequitas fell apart, the receiver came looking for repayment. Frank "initially denied he owed anything in the matter," The Oregonian reported, but he ended up paying the debt with a combination of stock from a health care finance company and cash.

Frank diligently kept up with Oregon's power elite even long after leaving politics, but he insisted his true avocation was very different. More than anything else he loved discovering new places and meeting everyday people. (For decades he served as the sole judge of the annual chocolate-cake contest at the Oregon State Fair.) In the early 1980s, shortly after beginning his Oregon TV career, Frank wrote "Where to Find It, Buy It, Eat It in New York," which immediately became an indispensable guide for anyone who found themselves in New York City. Twenty editions of the book have been published, and more than a million copies have sold.

Years later came his Oregon guidebook, "Gerry Frank's Oregon," first published in 2012. This book grew out of travels for his newspaper column, which he titled "Friday Surprise" — a reference to the popular weekly Meier & Frank sale from back in the day. He never forgot that his Northwest celebrity had as much to do with his family's department store as anything he had accomplished as a politico or travel writer.

"Carrying the name of Frank and getting around the state as much as I do, I am constantly, practically every day, still running into people who worked at the store, whose relatives worked at the store, who shopped at the store as young people, who visited the store from faraway places in the state," Frank told the Oregon Historical Society in 1991. "Meier & Frank was very much a part of their lives and was certainly the focal point of the community life."

Frank loved being an important member of the community. It drove him, during his long post-Meier & Frank career, to seek out work he believed made Oregon better, whether that was trawling the halls of power in Washington, D.C., running a restaurant in Salem, leading a charity drive in Portland or sitting on a corporate board in Lake Oswego.

"I want to have a personal identity," he said in 1977 of his various charitable and corporate efforts. "I want to be involved in something. I don't have anything to gain by pushing any company, but I want to have [a role] in the economic and cultural fabric of the state. I resent any implication that there is any question about it."

There was a question about it every now and again, but Frank will be remembered as a beneficent champion of his native state, one who worked hard for the greater good. And he did it until the very end. He

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The Oregonian

Date: Monday, March 14, 2022
Location: PORTLAND, OR
Circulation (DMA): 84,732 (21)
Type (Frequency): Newspaper (D)
Page: A1,A4
Section: Main
Keyword: Meier & Frank Building

liked to point out that he wasn't one for hobbies — he felt drawn only to activities that made a difference.

"I can't sit and clip coupons," he said. "I can't go out and play golf."

@douglasmperry

Gerry Frank, mentor to politicians and businessmen for generations, celebrates his 93rd birthday in 2016. He died Sunday. *Michael Lloyd, file*

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The Edge Singapore

March 31, 2022 ONLINE

The Edge Singapore (56-000)

theedgesingapore.com/capital/brokers-c...

Monthly Visits **14K**

Monthly Visits

GETTING AHEAD WITH THE EDGE SINGAPORE

RHB maintains 'buy' on Prime US REIT after investor session

Lim Hui Jie
Thu, Mar 31, 2022 - 12:51 PM GMT+08 - 6 days ago - 3 min read

RHB Group Research's Vijay Natarajan has maintained his "buy" call on Prime US REIT with an unchanged target price of US$1.02 ($1.38) after the brokerage hosted an investor's session with the REIT.

In his report dated March 30, Natarajan reveals key discussion points at the session covered the continued leasing momentum, the impact of rising interest rates, acquisition plans, and return-to-office trends.

From the meeting, he says that with Singapore office REITs rebounding strongly at above 10% year-to-date (y-t-d), he believes US office S-REITs – which have been laggards – may enjoy a similar rerating, adding that valuations are "undemanding", standing at 0.9x P/BV with a 9% yield.

Natarajan observes that office leasing momentum remains strong, with active lease signings seen in its 1QFY2022 ended March 31 despite the impact of Omicron infections.

More specifically for the US, office leasing volumes across the US have turned around since the second half of 2021, with Prime seeing a doubling of leasing volume h-o-h in 2HFY2021 ended Dec 31. New leases accounted for about 21% of leases signed last year.

See also: CGS-CIMB downgrades SPH REIT to 'hold' as recovery already 'priced in'; other analysts maintain 'hold' call

Another factor in favour of Prime, Natarajan says, is the office supply in its sub-market, which remains relatively limited. For FY2022, about 11% of its leases by income are due for renewal.

Notably, he highlights that a tenant at Reston Square, Virginia (Whitney, Bradley & Brown, which makes up about 2.6% of income) will be leaving in end-2QFY2022 after being acquired.

With leasing activity expected to pick up further in 2HFY2021, he expects its portfolio occupancy rate to improve slightly by end-2022.

Furthermore, he forecasts that positive rental reversions will continue, as blended in-place rental rates are still 7.3% below asking rates.

See also: Analysts remain positive on Keppel Corp amid merger delay and divestment of logistics business

This is coupled with an increasingly optimistic outlook from industry consultants, with mid-single-digit rental reversions expected.

"For FY2021, rent reversions stood at +14%, which should contribute positively in FY2022," Natarajan thinks. "In addition, 99% of its leases have built-in rent escalations of about 2%."

For investors who are worried about rising interest rates, the analyst points out that a high proportion of Prime's debt is hedged, with 87% of Prime's debt is hedged.

As such, he says the impact on distribution per unit DPU from a 1% increase in interest rates is minimal, estimating it to be lower than a 0.1 cent drop, or 1% lower.

Additionally, Prime also has extension options for its existing debt which, if exercised by paying a slight upfront cost, would extend its weighted average debt maturity to 3.7 years, compared to 3.1 years without extension.

Natarajan highlights that only 2% of debt is expiring in FY2022 and, if extension options are exercised, there will be no debt maturing until 2024.

Moving forward, he thinks that the REIT's healthy balance sheet presents room for acquisitions, especially from tier-2 growth cities, where it still sees increasing demand from companies.

This is on the back of a growing educated workforce and growing demand for lifestyle amenities.

"We believe acquisitions to the tune of US$100-200 million are likely in 2H22, with the REITs modest gearing of 37.9% providing some leverage to increase its debt mix. With cap rates in its current and target markets ranging 5.5-7%, we believe there is still good potential for yield-accretive acquisitions," he says.

At 12.41pm, shares of Prime US REIT are trading at 75.5 US cents, with a FY2022 return on average equity of 7.1% and dividend growth rate of 3.2%

The Kansas City Star

THE KANSAS CITY STAR.

Date: Thursday, March 03, 2022
Location: KANSAS CITY, MO
Circulation (DMA): 84,656 (34)
Type (Frequency): Newspaper (D)
Page: A8
Section: Main
Keyword: Park Place Village

CITYSCAPE

New retail shops, eateries opening in KC metro

BY JOYCE SMITH
jsmith@kcstar.com

Shopping centers across the metro are bringing in new retailers — and some eateries — including locally owned operations and national chains.

Here's a sampling:

OAK PARK MALL
Overland Park

Melanie Mfuh was attending an event in Maryland and wanted to wear an outfit that would showcase her African culture.

When she couldn't find anything that lived up to her vision, her friend suggested she start making her own. She took a sewing class before founding Uzuri Closet in 2015. Then, during trips back home to Cameroon, she would have local tailors whip up her designs.

She moved to Kansas City in 2016 and a year later partnered with Laura Nsoh-Awasom after seeing a coat she had designed and sewn. Mfuh knew Nsoh-Awasom's brother from boarding school.

They have been selling their African-inspired designs online — dresses, tops, pants, skirts, headwraps, masks, backpacks, duffel bags and handbags.

Now they have their first retail shop. It opened Feb. 19 in Oak Park Mall, in the upper level of the Nordstrom wing.

"This is something I have been wanting for years. To see it come alive is an amazing feeling," Mfuh said.

They may open additional locations: "We want to see what is working so we can replicate it."

ADAMS DAIRY LANDING
Blue Springs

● **Barnes & Noble** plans a late spring opening for its new 7,500-square-foot store at 1030 N.E. Coronado Drive.

In a statement, the company said it was "thrilled to bring you a brand-new Barnes & Noble store with new furniture, a curated selection of books and gifts and our fantastic booksellers! We are very excited to be back in this market after having to close our store in Independence MO in February of 2021."

● **Crowley Furniture & Mattress** plans a May opening for its 33,858-square-foot store at 1272 N.E. Coronado Drive. The family-owned furniture retailer, which was founded in 1954, also has locations in Lee's Summit, Liberty and Overland Park.

● **Nothing Bundt Cakes**, a 2,225-square-foot shop at 1266 N.E. Coronado Ave. is scheduled to open in late spring.

THE STREETS OF WEST PRYOR
Lee's Summit

● **Nekter Juice Bar** plans an early spring opening at 940 N.W. Pryor Road, Suite G.

The owner/operators, Marissa and Raymond Anden, also own locations in Overland Park, Prairie Village and the south Plaza. Another location is scheduled to open in Overland Park's Bluhawk center in early 2023.

● **Roots Seasonal Cuisine** also plans to open in the center in April, as previously reported, offering an "elevated scratch-kitchen, seasonal menu."

PRAIRIEFIRE
Overland Park

● **Veritas Whiskey & Wine** plans a spring opening at 5621 W. 135th St., Suite 2620. It will be a "chef-driven, wood-fired grill with upper scale mixology" and extensive bourbon and wine lists, said Rolfe Loomis, partner with Michael Magner.

Menu items will include small plates such as baked brie with caramelized onion bacon jam, seared tri-tip with chimichurri, calamari with roasted red pepper aioli and lemon, and spinach artichoke dip.

It also will have salads and sandwiches, burgers, steaks, seafood including paella and wood-fired salmon, and desserts such as rum-soaked bread pudding with a crème anglaise and fresh whipped cream.

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March 03, 2022 PRINT

The Kansas City Star (56-01423)

Monthly Visits **84.7K**

Monthly Visits

THE KANSAS CITY STAR.

Date: Thursday, March 03, 2022
Location: KANSAS CITY, MO
Circulation (DMA): 84,656 (34)
Type (Frequency): Newspaper (D)
Page: A8
Section: Main
Keyword: Park Place Village

HAWTHORNE PLAZA

Overland Park

● **Clairvaux**, a locally owned boutique selling women's ready-to-wear apparel, accessories, shoes and gifts, plans a May opening at 11934 Roe Ave., Overland Park.

Joni Johnson and Nancy McCarthy opened the first Clairvaux in The Shops at Fairway in September 2020.

"We are so thrilled and excited to have a success story in the middle of the pandemic," Johnson said.

TOWN CENTER CROSSING

Leawood

● **Cold Stone Creamery,** 4535 W. 119th St., former home of locally owned Glace Artisan Ice Cream, as previously reported.

TOWN CENTER PLAZA

Leawood

● **The Babe Standard,** locally owned fashion boutique, 4840 W. 119th St. The new shop also offers "permanent jewelry," which is custom fitted and welded around the wrist, neck or ankle.

It also operated a pop-up on the Country Club Plaza for the holidays.

PARK PLACE

Leawood

● **Owen & Graham,** a locally owned baby and toddler boutique, at 11531 Ash St. for a March 26 grand opening.

It is the first brick-and-mortar location for the company. It has been an online business and pop-up boutique offering pajama sets, princess tutus, leggings, T-shirts, dresses, jackets, sweatshirts, pillows, dolls, headbands, beanie hats and more.

WESTPORT

● **The Scrub Boutique of Kansas City,** 1004 Westport Road. It sells medical uniforms and accessories.

ALSO COMING TO OVERLAND PARK

● **Karats Jewelers,** a family owned jewelry store in its sixth generation, plans a new 30,000-square-foot building at the northwest corner of 123rd Street and Blue Valley Parkway in Overland Park. It is scheduled for a late fall 2023 opening.

"This will be a jewelry retail experience like none other in Kansas City," said Akshay Anand, owner.

Joyce Smith: 816-234-4692, @JoyceKC

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THE KANSAS CITY STAR.

Date: Thursday, March 03, 2022
Location: KANSAS CITY, MO
Circulation (DMA): 84,656 (34)
Type (Frequency): Newspaper (D)
Page: A8
Section: Main
Keyword: Park Place Village

EMILY CURIEL ecuriel@kcstar.com

Melanie Mfuh, left, and Laura Nsoh-Awasom work at their new store, Uzuri Closet, in Oak Park Mall. It sells African-inspired clothing and accessories.

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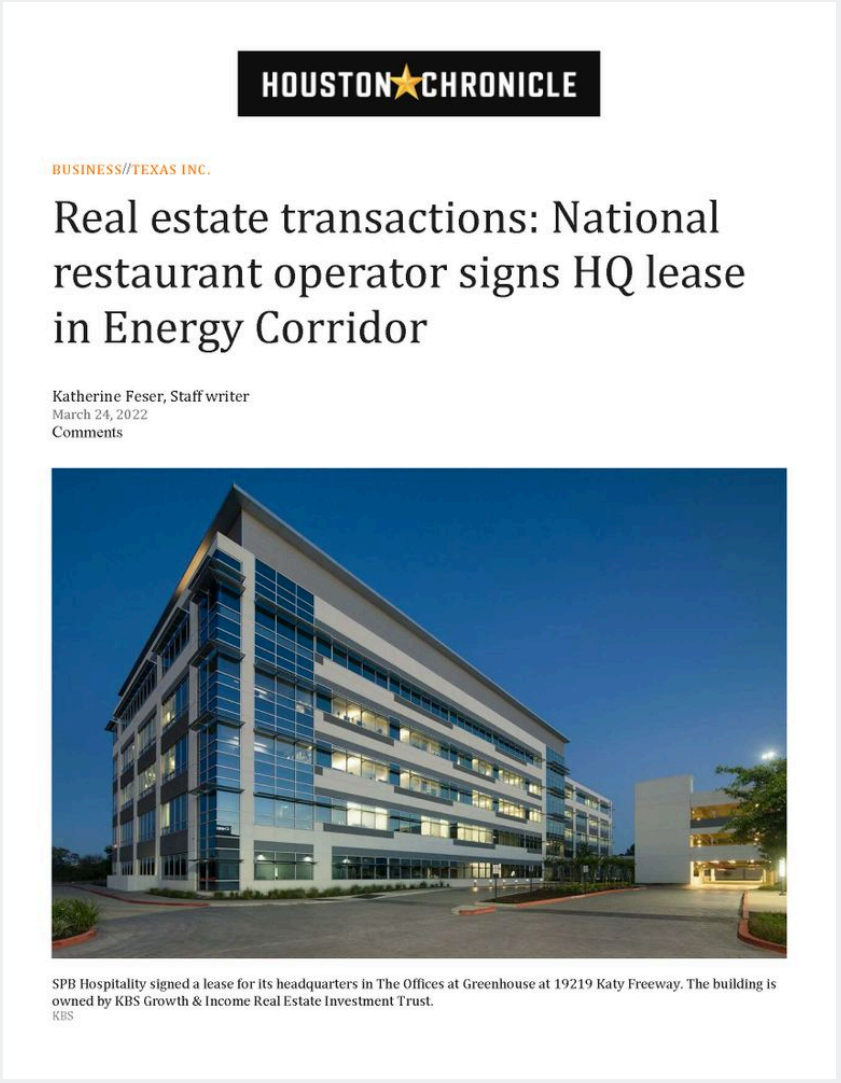
Houston Chronicle



HOUSTON CHRONICLE

BUSINESS//TEXAS INC.

Real estate transactions: National restaurant operator signs HQ lease in Energy Corridor

Katherine Feser, Staff writer
March 24, 2022
Comments

SPB Hospitality signed a lease for its headquarters in The Offices at Greenhouse at 19219 Katy Freeway. The building is owned by KBS Growth & Income Real Estate Investment Trust.
KBS

March 24, 2022 OFFLINE

Houston Chronicle (56-01408)

houstonchronicle.com/business/texas-inc...

Monthly Visits **89.2K**

Monthly Visits

Gulf Coast Commercial Group, a Houston-based firm specializing in retail development, management and leasing, relocated from the Westchase District to a new office on the second floor of Town & Country Village at 788 W. Sam Houston Parkway North. Kara Williams of Houston-based MakrDesign updated the nearly 5,000-square-foot former Stewart Title office with a modern color palette and lighting, glass conference room and contemporary furniture in the lobby. Town & Country Village was represented by Moody Rambin. The convenience of being in a low-rise structure with shops and restaurants withing walking distance factored into the relocation, said Gulf Coast Commercial Group President Tom Lile. The company has overseen more than eight million square feet in retail developments in 12 states since 1999.

SPB Hospitality, a national operator and franchiser of steakhouses, brewery and craft-beer focused restaurants, leased 42,290 square feet on the fifth floor of The Offices at Greenhouse at 19219 Katy Freeway near Greenhouse Road in the Energy Corridor for its headquarters. Built in 2014, the five-story, 203,284 square-foot office building is owned by KBS Growth & Income Real Estate Investment Trust. Brad Fricks of Stream Realty Partners represented the landlord. Jon Silberman and Pierce Beyer of NAI Partners represented the tenant. The building, which has an outdoor courtyard and a large conference center, is near restaurants, daycare centers and shopping centers.

Houston-based Camden Property Trust announced the planned acquisition of outstanding partnership interests in two investment funds from Teacher Retirement System of Texas. Camden owns 31.3 percent of the funds' interests, and will acquire the remaining 68.7 percent interest from TRS for approximately $1.1 billion. The transaction will give Camden full ownership of 22 apartment communities totaling 7,247 units in Houston, Austin, Dallas, Tampa and other markets. The assets, which have outstanding debt of $520 million, are valued at $2.1 billion. Closing is expected early in the second quarter.

Abrams Technical Services, a supplier of personnel for engineering, procurement and inspection work in the oil, gas and energy industries, leased 3,392 square feet of office space at Towers at Westchase I, at 10370 Richmond Ave. Jason Whittington of NAI Partners represented the tenant. Brad Fricks of Stream Realty represented the landlord, FSP Westchase LLC.

MHW Real Estate, a Conroe-based commercial real estate investment and development company, announced plans to triple the size of its Robinson Plaza retail and business center under development at the intersection of Robinson and Hanna Roads in Oak Ridge North. The first phase, totaling 9,625 square feet, is 75 percent pre-leased, with Domino's Pizza, Snobz Salon and La Michoacana Ice Cream among the tenants. Two additional buildings, which are expected to break ground this summer, will bring the center to nearly 30,000 square feet upon completion. The center is targeting retail tenants including a restaurant with a pet-friendly patio, service industry businesses and light manufacturing.

Lamar Consolidated Independent School District purchased a site in Fulshear's Cross Creek Ranch for its fifth campus, and second elementary school, in the master-planned community. The district acquired 14.9 acres along Fulshear Bend Drive, just north of the Fulshear High School complex, from Johnson Development. Opening is planned in August 2024.

Dallas-based Civitas Capital Group acquired Stonebridge at City Park, a 240-unit apartment complex at 11800 City Park Central Lane. The seller was Strategic Realty Holdings. Renovations are planned.

Walgreen Co. signed a 11,512-square-foot office lease at Beltway 8 Corporate Centre, at 4920 Westway Park Blvd. in west Houston. Michael Sieger, Lesley Rice and Andy Parrish of NAI Partners represented landlord Agellan Commercial REIT. Cody Little and Bryan Means with JLL represented the tenant.

Promotional Signs renewed 2,680 square feet at 6959 Harwin. Wil Logan represented the landlord, Hartman Income REIT.

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Written By
Katherine Feser
Reach Katherine on
Katherine Feser covers a variety of subjects for the Houston Chronicle Business section. She coordinates some of the paper's most popular special sections, including the Chronicle 100, Home Price Survey, and Top Workplaces. She compiles many of the staples of the section, including the daily markets page, People in Business, event listings and real estate transactions.

The Kansas City Star

THE KANSAS CITY STAR.

Date: Thursday, March 10, 2022
Location: KANSAS CITY, MO
Circulation (DMA): 84,656 (34)
Type (Frequency): Newspaper (D)
Page: B4
Section: Sports
Keyword: Park Place Village

Here's how to celebrate St. Patrick's Day around KC

BY DAN KELLY
dkelly@kcstar.com

After a two-year pandemic-induced interruption, the Kansas City St. Patrick's Day Parade returns this year.

The area's biggest parade (if you don't count Super Bowl or World Series celebrations) was canceled in 2020 for the first time in nearly five decades because of COVID-19, then was canceled again last year.

But it is back with its traditional midtown route on the holiday itself, March 17.

There are plenty of other St. Patrick's parades in the area — almost all of which also were canceled the past two years — and many of them kick off the holiday early this weekend. Virtually every bar, pub and brewery will offer green beer and specials. Celebrations also include concerts, races and other Irish-oriented festivities.

Here are five favorite ways to celebrate the holiday:

1. PARADES

The KC St. Patrick's Day Parade will begin at 11 a.m. March 17 at Linwood and Broadway boulevards and work its way south along Broadway to 43rd Street. The theme is "Doing an Irish Dance!," and the grand marshal is Irish Fest board president Pete McCluskey. kcirishparade.com.

Snake Saturday on March 12 in North Kansas City includes a carnival and festival area as well as a parade, which will start at 11 a.m. snakesaturday.com.

Also:

- Downtown Overland Park, 10 a.m. March 12. downtownop.org.
- Downtown Lee's Summit, noon March 12. downtownls.org.
- Brookside, 2 p.m. March 12. brooksidekc.org.
- Martin City, 2 p.m. March 13. martincity.org.
- Downtown Shawnee, 1 p.m. March 13. cityofshawnee.org.
- Downtown Blue Springs (Shortest and Smallest St. Patrick's Day Parade), 9 a.m. March 17. downtownbluesprings.com.
- Downtown Leavenworth, noon March 17. lvirish.com.
- Downtown Lawrence, 1 p.m. March 17. lawrencestpatricksday parade.com.

2. TRADITIONAL VENUES

- Kelly's Westport Inn, 10 a.m.-2 a.m. March 17. kellyswestportinn.com.
- Browne's Irish Marketplace, 9 a.m.-5 p.m. March 17. brownesirishmarket.com.

3. BIG PARTIES

- Westport, all day March 17. westportkcmo.com.
- Kansas City Live! (with Loud Luxury and DJ Ashton Martin), 5 p.m. March 17. powerandlightdistrict.com.

4. CONCERTS

- The Nace Brothers and KC's shortest parade, 5:45 p.m. March 17, Knuckleheads ($10). knuckleheadskc.com.
- Socks in the Frying Pan, 6:30 p.m. March 17, Kansas City Irish Center ($15-$30). irishcenterkc.org.

5. RACES

- St. Patrick's Day 4-Miler, 10 a.m. March 12, Westport ($39-$44; Kids' Little Shamrock Run, $12-$15). stpatricksday4milerun.com.
- St. Patrick's 5K, 8 a.m. March 19, Park Place, Leawood ($39-$42; Kids Fun Run, $12-$15). kcstpatricks5k.com.

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March 10, 2022 PRINT

The Kansas City Star (56-000)

Monthly Visits **84.7K**

Monthly Visits

THE KANSAS CITY STAR.

Date: Thursday, March 10, 2022
Location: KANSAS CITY, MO
Circulation (DMA): 84,656 (34)
Type (Frequency): Newspaper (D)
Page: B4
Section: Sports
Keyword: Park Place Village

CHRIS OCHSNER cochsner@kcstar.com

Children's Mercy Hospital was part of the St. Patrick's Day Parade on March 17, 2019, the last time the annual parade was held.

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Prevue Meetings & Incentives

PREVUE MEETINGS + INCENTIVES

Date: Friday, April 01, 2022
Location: MIAMI LAKES, FL
Circulation (DMA): 37,827 (N/A)
Type (Frequency): Magazine (6Y)
Page: 58,59,60,62
Section: Main
Keyword: Legacy Town Center I-III

Going Big in Texas

Texas cities offer a variety of experiences, both indoors and outside.

By Sue Pelletier

The outdoors events trend will outlast COVID—and Texas' cities have the natural beauty, great weather, walkable downtowns and bountiful outdoor event spaces to satisfy the most discerning planner's needs.

AUSTIN

Good weather, a walkable downtown area and a 10-mile bike trail around Austin Lake make the Texas state capital a must for outdoor meetings and events. Within easy walking distance of the convention center is the 131,000-sf **Palmer Events Center**, an indoor/outdoor venue that includes two connected, column-free exhibit halls totaling 70,000 sf as well as covered canopies that more than double the venue's event space. Five meeting rooms provide an additional 5,000 sf of event space. Another top outdoor venue is **Waterloo Greenway**, a 1.5-mile park system full of gardens and pathways that meander along Waller Creek. While the full 35 acres of green space won't be completed until 2026, several venues are open already, including the **Moody Amphitheater** and lawn, which can seat up to 5,000; **Symphony Square**, with a 350-seat open-air amphitheater and three newly renovated buildings; and the 11-acre **Waterloo Park**.

"It's a public park but it's also turnkey for private events," says Steve Genovesi, executive VP, **Visit Austin**. "We have the infrastructure, so everything is easy — you don't have to work with a lot of different resources to hold a self-contained event."

Stubbs BBQ, a popular group event venue able to host up to 3,000, **The Moody Center**, opening in April near the university, will host music and sporting events, and private groups of up to several thousand also can take over the outdoor plaza area.

Since 2013, when **Austin's JW Marriott** opened, the city has increased its downtown guest room capacity by 100 percent. "We have had a huge increase in the number of hotel rooms in the city," says Genovese.

There are now four large convention hotels surrounding the **Austin Convention Center**: the **Hilton**, which is connected to the center; the **JW Marriott**; the **Fairmont**; and the new 603-room **Marriott**, which opened across the street from the center last year and features a rooftop tiki bar and pool area that's popular for outdoor functions. Also new to the Austin scene is the **Thompson Tommie Hotel**, with 6,300 sf of space available at the connecting **Thompson Austin** luxury hotel. Coming soon will be the **Hyatt Centric Congress Avenue Austin**, a stylish boutique hotel with a vibrant eighth-floor rooftop bar overlooking the Texas state capitol.

And Austin is easier to get to than ever. Genevese reports that the Austin-Bergstrom International Airport now has even more nonstop flights than it did pre-pandemic, especially from the East and West Coasts. International flights also are on the rise, he says.

Everyone will enjoy the city's unique vibe, says Genovesi. "The city appeals to young people as well as seasoned professionals. We've been fortunate to get a lot of exposure hosting South By Southwest, as well as numerous music, film, cultural and arts festivals, Formula 1 and NASCAR events, and culinary events—it's on the bucket list for many," he adds. "There's an energy here that people of all ages can enjoy."

MCKINNEY

Located in the northeastern corner of the Dallas-Fort Worth Metroplex, McKinney's tagline says it all: "Unique by nature." Even before COVID, the city's nationally recognized and award-winning parks, green

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April 01, 2022 PRINT

Prevue Meetings & Incentives (56-000)

Monthly Visits **37.8K**

Monthly Visits

PREVUE MEETINGS + INCENTIVES

Date: Friday, April 01, 2022
Location: MIAMI LAKES, FL
Circulation (DMA): 37,827 (N/A)
Type (Frequency): Magazine (6Y)
Page: 58,59,60,62
Section: Main
Keyword: Legacy Town Center I-III

Left: Legacy Hall, Plano
Below (l-r): Rooftop area at Marriott, Austin; South Padre Beach

spaces and venues with outdoor gathering options were popular for both teambuilding and meetings. As **Visit McKinney's** interim director Marie Woodard says, "We recognize that when people are relaxed and happy, they engage better and learn more." That's why the bureau's office provides free amenities such as lip balm, sunscreen and even cooling towels to encourage planners to take their groups outside. Visit McKinney also offers other free amenities to groups to help keep costs down, from proprietary room block requests to AV equipment loans and goody bags. They also are happy to assist in partnering planners with the best local vendors.

Among the many outdoor venues in McKinney are the **Adriatica Village**, which features meeting and event spaces, along with dining and shopping options. **The Heard Museum & Nature Center's** beautiful and serene natural setting—and its life-size animatronic dinosaurs—also makes it a popular venue for outdoor events. **Myers Park & Event Center's** beautiful grounds also offer a wide range of options for groups. For those looking for unique indoor venues, there's the **McKinney Cotton Mill**, a restored historic site that can host a variety of meetings and events. The **TUPPS Brewery** offers the best of both worlds, with combined indoor and outdoor spaces where groups can play cornhole while sipping a craft beer to wind down after an intense day of sessions.

"We recognize that when people are relaxed and happy, they engage better and learn more."
Marie Woodard, Interim Director, Visit McKinney

Among the hotel options in McKinney are the **Holiday Inn**, which features a boardroom and ballroom that can seat up to 200, and the 68-room **Best Western Plus McKinney Inn and Suites**, located near McKinney Square.

"The fast pace of growth in Collin County, and Texas in general, is tremendous," says Woodard. "It takes strength and courage to slow down, take a hard look and understand that every decision today impacts tomorrow. We've seen several historic properties, such as the Cotton Mill, be restored and reinvented into spaces the locals and convention attendees can enjoy. With more of these projects on the horizon, McKinney boldly lives up to its claim of uniqueness by not following the crowd but remaining true to herself."

PLANO

Thanks to the long-running TV show "Dallas," Plano has a built-in attraction most groups can't resist—**Southfork Ranch**, where the show was set, is just a short drive from downtown. The house is available for meetings and events for groups ranging from 10 to 2,000, and groups can gather poolside in the same spot where show characters JR and Bobby held some of their more ferocious fights. The ranch also has a full-service conference center. **The Arbor Hills Nature Preserve**, a 200-acre park with lots of trails

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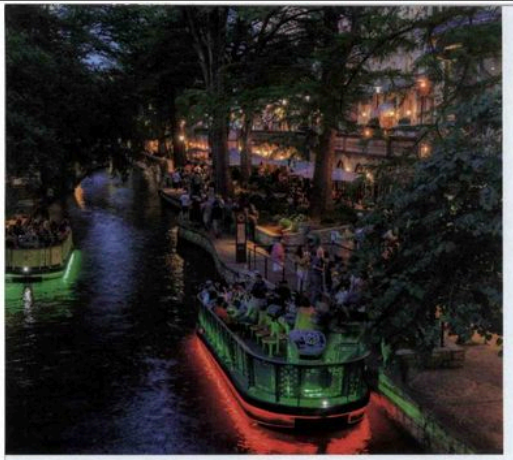

Left: San Antonio River Walk (photo credit: Al Rendon)

for hiking, orienteering and other outdoor activities groups can partake in to wind down post-meeting, has three pavilions available for group events. **The Legacy Food Hall**, which includes 22 restaurants and an outdoor amphitheater, is another popular indoor/outdoor group venue. **The Boardwalk at Granite Park**, which connects with the Legacy Food Hall, features casual restaurants and bars as well as outdoor seating along the waterside walkway.

Plano is breaking ground soon on two new hotels, one of which will be a 200-room property connected to the convention center. Plano's largest hotel, the 417-room **Dallas/Plano Marriott at Legacy Town Center**, recently completed a $3.6 million renovation to its 35,000-sf meeting space. The 300-room **Renaissance Dallas at Plano**, which just opened a few years ago, also offers more than 30,000 sf of meeting space.

"People may think of Plano as being a sleepy suburb, but we have all the amenities you could think of, from hotels to shopping and dining—we have more than 1,000 restaurants that people come from Dallas to sample," says Mark Thompson, CMP, CDME, executive director, **Visit Plano**.

SAN ANTONIO

San Antonio's famed 15-mile **River Walk** connects the city's convention center to its hotels, restaurants, museums and attractions through a unique urban waterway ecosystem that winds through the city's Downtown, Mission and Museum Reaches. Groups can explore the River Walk on foot or take a river barge for a guided tour of attractions including the **Alamo** and the **King William Historic District**, or to go shopping and dining at the historic **Pearl District**, all while enjoying views of the tranquil and pristine Texas Hill Country.

"The walkability of this city is one of the things that makes San Antonio such a compelling destination for outdoor meetings and events," says Mario Bass, chief sales officer, **Visit San Antonio**. "People are often surprised to learn that San Antonio is the seventh largest city in the U.S., but the beauty of the city is that it's a large city with a small-town feel."

While the River Walk and, of course, the Alamo are popular venues with groups—the Alamo has meeting and event spaces for groups from 10 to 525 and is currently undergoing a massive renovation—San Antonio also has the largest Mexican market in the U.S., **El Mercado**, as well as a number of working ranches just outside of town that corporate groups can use for unique incentive and offsite meeting destinations. There are also resorts just 20 minutes from downtown, including the **JW Marriott San Antonio Hill Country Resort and Spa** and **La Cantera Resort and Spa**. **Hemisfair Park**, located adjacent to the convention center, is undergoing a three-phase renovation that will "dramatically enhance the downtown corridor for meetings and events," says Bass.

Among the newest additions to the city is the **Education and Events Center** at the **San Antonio Botanical Gardens**, which debuted a $20 million expansion

"The walkability of this city is one of the things that makes San Antonio such a compelling destination for outdoor meetings and events."

Mario Bass, Chief Sales Officer, Visit San Antonio

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Keyword: Legacy Town Center I-III

in the spring of 2020 and has a 3,500-sf state-of-the-art indoor venue. In spring of 2021 the 195-room **Canopy by Hilton** opened with 2,300 sf of meeting space overlooking the River Walk. Coming in 2023 to the River Walk is a 112-room **Artista San Antonio**, which will provide guests access to work from the city's artist community. It will include more than 2,500 sf of meeting and event space. This spring, look for the debut of a dual-concept **AC Hotel by Marriott** and **Element Hotel by Westin**, which will open at **Riverview Towers** across from the historic **Main Plaza** and **San Fernando Cathedral**. The 20-story building will feature 4,000 sf of meeting and event space.

SOUTH PADRE ISLAND

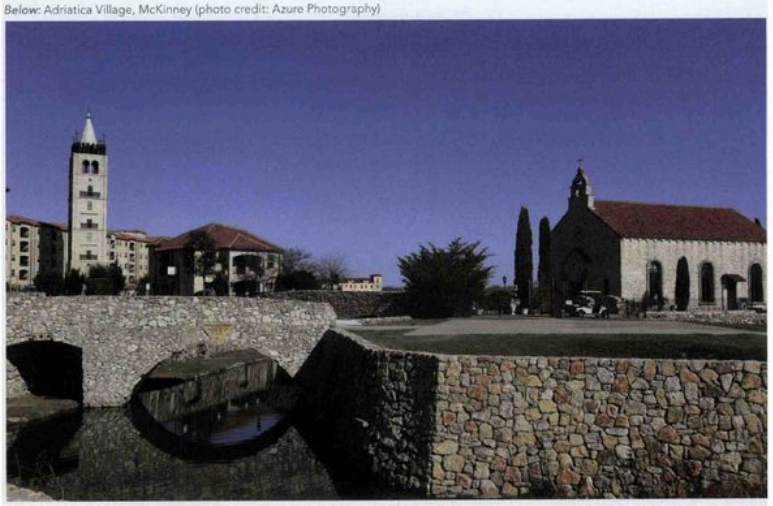
This coastal resort town, with 34 miles of white-sand beaches, was made for nature lovers. Among the hotels with a view are **Sea4Ever**, **Beach Resort by Holiday Inn**, which has a rooftop venue on the fifth-floor tower that overlooks the Gulf of Mexico and the island. It can accommodate 50 to 200. The 200-room **Courtyard by Marriott**, which has 10,000 sf of meeting and event space, features a beach venue that can accommodate a wide variety of meetings and special events. Another hotspot is the deck at the **LongBoards Bar & Grill**, where groups can watch the sun set over Laguna Madre Bay while enjoying live music.

Among the new hotel and resort beach and bayside options on the island will be the transformation of the **Pearl** into a **Margaritaville**. Phase 1 includes newly renovated meeting rooms, pool and swim-up bar. A **Landshark Bar & Grill** overlooking the Gulf of Mexico is opening in the hotel's first floor in April. The Beachside Cabanas at the **Isla Grand Beach Resort** also have been renovated, and the **Hilton Garden Inn's** On the Border restaurant has become a center of attention for its TexMex cuisine since the hotel's grand opening in 2021. The **South Padre Island Convention Centre's** 45,000 sf of meeting and expo space also brings the outdoors into the mix, with a sunset terrace overlooking the scenic Laguna Madre Bay that's tailor-made for twilight receptions.

"Meeting planners love South Padre Island's setting and accommodations for events of all sizes. They also appreciate the Island's tropical backdrop, as it lures attendees who are excited to hit the beach while learning, networking and growing their organizations," says David Villarreal, sales manager, **South Padre Island Convention & Visitors Bureau**.

austintexas.org/meeting-professionals; visitmckinney.com/meetings; visitplano.com/meetings; meetings.visitsanantonio.com; sopadre.com/meetings

Below: Adriatica Village, McKinney (photo credit: Azure Photography)



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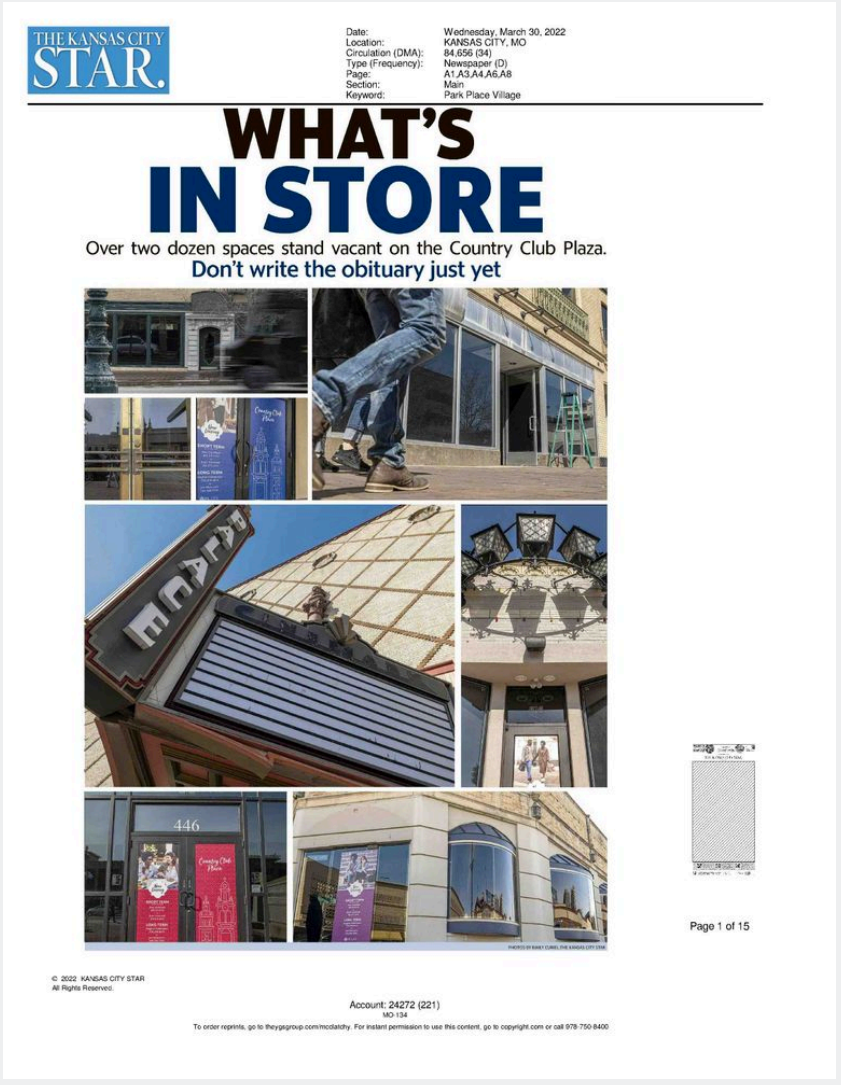

THE KANSAS CITY STAR.

Date: Wednesday, March 30, 2022
Location: KANSAS CITY, MO
Circulation (DMA): 84,656 (34)
Type (Frequency): Newspaper (D)
Page: A1,A3,A4,A6,A8
Section: Main
Keyword: Park Place Village

WHAT'S IN STORE

Over two dozen spaces stand vacant on the Country Club Plaza.

Don't write the obituary just yet

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March 30, 2022 PRINT

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The Plaza is hurting.

But there's hope

The COVID economy knocked down KC's premier shopping area. **But there are signs it's rising again.**

BY JOYCE SMITH
jsmith@kcstar.com

A century ago this April, J.C. Nichols proudly laid out his plans for the Country Club Plaza in nearly a full-page article in The Kansas City Star.

Some called his $5 million development, miles away from downtown, "Nichols' Folly." But it had been years in the planning, and construction soon began. Its first tenant, a photography studio, was said to be so eager to open, it didn't wait until the building was finished.

But as the now iconic shopping center gears up to celebrate its centennial, more than two dozen storefronts stand empty across its 15 blocks, including spaces that held exclusive-to-the-market tenants such as Kate Spade New York and Michael Kors.

Buildings on the west side were demolished to make way for a gleaming new Nordstrom department store, but its opening has been delayed twice, leaving a vast fenced-off area facing several empty restaurants and a former movie theater.

About as soon as a new tenant opens, another closes.

Even before the COVID-19 pandemic, shopping centers contended with the rise of e-commerce and restaurant delivery services — shrinking foot traffic, retail experts said. Those changing consumer behaviors have only

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accelerated.

Now as the Plaza — and shopping centers across the country — recover

SEE PLAZA, 4A

from the pandemic, they may need a reinvention. But its owners are hopeful.

"There's no question that the Plaza remains the dominant upscale retail location in the market," said Bill Taubman, president and chief executive officer of Taubman, co-owner of the Plaza with retail developer Macerich.

And some recent reports from Plaza restaurant owners and retailers bear that out.

STORES CLOSING

While the Plaza has had about two dozen empty spaces for the majority of the pandemic, recent closings of premier tenants and high profile corner spots have shaken some shoppers.

Brad Lang, a lifelong Kansas Citian who lives by the Plaza, said, "Every day (I) witness the anemic shopper traffic and yearn for the vibrant Plaza traffic of years past."

"We had a mix of local and national brands that made the Plaza different — Saks, Restoration Hardware," Lang said. "I worry that we're in a bit of a death spiral. The new tenants coming in are really obscure brands, not destination brands for Kansas Citians and tourists — we'll get whoever we need to fill the space, so we will take a LensCrafters. The Plaza has been an important tourism draw and economic generator for our city, which seems to be in jeopardy."

Some closings involved chains shuttering locations nationally. Others, such as sister retailers Pink and Victoria's Secret, were longtime tenants that the Plaza wants to replace with bigger draws.

Amazon had applied for permits for an Amazon 4-Star store in the former Tesla space. But according to Bloomberg,

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Amazon will close all of its physical bookstores and shops. An Amazon spokeswoman said, "We don't comment on our future store roadmap."

Jewelry store Helzberg Diamonds, which had operated on the Plaza for more than seven decades, shuttered, and RE:, a locally owned home furnishing store, closed this month, a decision the owner blamed on not enough traffic and needed building repairs.

Some local retailers who considered expanding to the Plaza said rents are too high.

Ben Cascio, owner of Cafe Europa, looked at the former Zoës Kitchen spot a year ago.

"It was shocking, the rates per square foot, the CAM (common area maintenance fees) and percentage rent, and no money for tenant improvement," he said. "I would have to do $3 million minimum annually, some unbelievable numbers out of there, and I think that's where the brakes get pumped. (But) you want to see that area remain vital because it is so important to the city."

The Plaza currently has a lawsuit pending against former tenant Barton Perreira (for $102,609 in back rent), but two other suits against restaurant tenants for outstanding rent were recently settled. Plaza officials declined to comment on "legal matters."

However, a few locally owned shops said the Plaza has worked with them on rents during the pandemic and offered short-term leases.

Sweet Kiss Brigadeiro, a Brazilian sweets shop, was a seasonal store through February. Now it plans to operate for at least another year as it moves to the Brighton Collectibles space on bustling 47th Street in April. It will add more desserts and tropical juices.

Plaza officials said the goal is for both the tenants and the landlord to succeed.

COVID'S LONG-TERM EFFECTS

To be sure, the pandemic has been especially hard on the retail and restaurant industries as consumers sheltered in place and then were reluctant to emerge.

Independence Center now has about a dozen empty spaces including huge sites that housed Macy's and Sears. Officials with Independence Center did not comment.

SEE PLAZA, 6A

But the Plaza's biggest rival, Oak Park Mall in Overland Park, has only a handful of vacancies. An Oak Park Mall spokesman said about 100 tenants, or about 70%, are national brands and it has more than 40 locally owned operations, from a children's theater to eateries and apparel shops. But it also lost some exclusives during the pandemic, including American Girl, The Disney Store and Microsoft.

The National Retail Federation anticipates strong job and wage growth and declining unemployment this year. But it said GDP growth will be slower in 2022, around 3.5%, given the surge of inflation and tightening of monetary policy.

But Deloitte consulting says consumers may never shop the way they once did. They plan to work more from home, to cook more and to shop more from home. But that gives shopping centers an opportunity to serve as community centers. A grocery store might drive more foot traffic and sales than traditional anchors such as department stores. Nationally, some malls are adding bowling alleys, health care tenants, even a casino.

The Plaza had a theater tenant set to go into the former Cinemark Palace at the Plaza. But those plans could change with more consumers streaming movies now.

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"Hopefully Nordstrom is going to fulfill their commitment, and that the landlord will fill the empty spaces," said Curt Diebel, second generation owner of Diebel's Sportsmens Gallery, which has been on the Plaza for nearly 70 years. "I don't envy them but they are a big company, and if anyone can do it they can."

THE PLAZA'S PATH FORWARD

In the last year, the Plaza has seen an influx of not only locally owned retailers but minority owned shops, giving it more diversity than any time in its 100 years — Archive, Matches Boutique, Sugahrush Berries, Sweet Kiss Brigadeiro,Bruu Cafe and Jill Marie Boutique (a pop-up that is closing in April).

Adison Sichampanakhone and Jackie Faltermeier operated Ice Cream Bae in the Plaza's Made in KC Marketplace for a couple of years before outgrowing the space. They looked at Plaza storefronts, but rent was too high at the time for their new business to make enough of a profit. So they opened in Leawood's Park Place. Now they will expand again, opening a Plaza storefront in June after negotiating better terms.

"We grew up here. We're excited to be down there and open. We still believe there are a lot of people who enjoy going to the Plaza," Faltermeier said. "All the walk-in traffic, the sense of community. And you can still find some local shops down there."

While Nordstrom has pushed back its opening twice since the pandemic started, it said it is still targeting a fall 2023 opening.

Buildings on the site were demolished and it is now a green space. The Plaza expects construction to start soon. Who is footing the cost of the 122,000-square-foot building, the Plaza or Nordstrom? Taubman wouldn't say.

Many tenants complained about maintenance issues and infrastructure repairs that can cause streets to be temporarily blocked off. It's an ongoing battle for a complex in its 100th year.

Tynesha Matches, owner of the new Matches Boutique apparel shop, would like to see more shoe stores, special occasion apparel shops for prom and homecoming, and family attractions such as selfie boutiques and escape rooms.

"If I'm coming into town with my girls I want to go to a selfie museum, have drinks at the Monarch, do all my shopping on the Plaza — a one-stop-shop," she said.

Faltermeier of Ice Cream Bae would like to have a farmers market, and said the Plaza is talking about a lawn space where customers can relax with a cup of coffee.

Some tenants would like to see more pop-ups and weekend festivals that would bring in

SEE PLAZA, 8A

regional shoppers.

National retailers also continue to open, including LensCrafters, although it is a little too "traditional shopping mall tenant" for some Plaza fans, who hoped for an upscale retailer in the former Halls building across from Tivol jewelry.

But a temporary traveling show, "Michelangelo's Sistine Chapel — The Exhibition," plans to open in the former Nike space starting April 1.

The Plaza also is adding another exclusive retailer, cult favorite Psycho Bunny. Other chains scheduled to open soon include Fabletics activewear, LoveSac furniture and Club Pilates.

Tenants said the Plaza also needs to bring in more upscale retailers to help make up for the loss of Kate Spade and Michael Kors. On some consumers' dream list? A Louis Vuitton to go with sister retailer Tiffany & Co.

And new experiences are on the way nearby. Drake Development is rehabbing the former Jack Henry Building at 612 W.

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47th St., just west of the Plaza but not owned by Taubman and Macerich. The $50 million renovation will include "flagship anchor" tenants such as Puttery, an indoor, high-tech mini golf course with bars and lounge, as well as a Chiefs Fit, a fitness center with a Kansas City Chiefs theme. It also has a couple of spaces that will be for retail or restaurant tenants.

SIGNS OF HOPE

Meanwhile, several restaurant and retail tenants were hopeful heading into spring.

Zocalo Mexican Cuisine & Tequileria is posting 15% increases for the first quarter of this year. Sales also are up 10% to 15% at Rye restaurant, which also is booking many events that were postponed during the pandemic.

Jack Stack Barbecue, which opened in late 2006 on the Plaza's east side, recently renewed its lease through 2031.

The Granfalloon Restaurant & Bar was founded in 1977, three months before Brush Creek flooded the Plaza. Its third owner, Tim Caniglia, moved it to its current location in 2000 and renewed his lease for 10 years in late 2020, at lower rents. But he is near two empty restaurant spaces — Parkway: Social Kitchen (one of the first area restaurants to close during the pandemic) and The Oliver.

"We are so busy it would be nice to have someone else come down next to us, another restaurant or two," he said. "If I owned the Plaza I don't know what I would do. There's a lot of retail that doesn't want to open anymore. Leasing agents come in for lunch and they are trying. Right now I don't think they want anyone to leave."

The owner of Diebel's Sportsmens Gallery, a cigar and men's gift store, said customers flocked to the shop during the holidays, and sales are expected to remain strong going into the golf and patio season.

"We were one of the lucky ones, like the liquor stores. People were sent home and on Zoom calls and then able to enjoy a cigar that they would never be able to enjoy in the office," Diebel said.

At The Better Cheddar, which on March 1 celebrated its 39th anniversary on the Plaza, business is better than ever. Owner Ron Shalinsky attributes it to the shop's focus on top quality products and customer service, along with more customers cooking at home during the pandemic.

"It's concerning when you see the empty spaces. But people still come to the Plaza — the history and the beauty will always draw people as long as you maintain it. The Plaza lights, the Easter bunny," he said. "We've been through periods like this before and we will be through them again."

Joyce Smith: 816-234-4692, @JoyceKC

Step inside Tynesha Matches shows off her boutique and talks about her success on the Plaza.

ROY INMAN Special to The Star

Jessica Harris, left, and her mom, Regina Antunes, opened Sweet Kiss Brigadeiro as a seasonal store on the Plaza. The Brazilian sweets shop was successful enough that it will soon move onto busy 47th Street.

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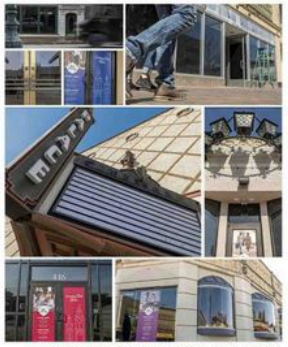
THE KANSAS CITY STAR.

Date: Wednesday, March 30, 2022
Location: KANSAS CITY, MO
Circulation (DMA): 84,656 (34)
Type (Frequency): Newspaper (D)
Page: A1,A3,A4,A6,A8
Section: Main
Keyword: Park Place Village

ON THE COVER



PHOTOS BY EMILY CURIEL; THE KANSAS CITY STAR

A sampling of vacancies on the Country Club Plaza, clockwise from top left: Storefronts at 213 W. 47th St. and 212 Nichols Road are about to get tenants. But these remain empty: Parkway: Social Kitchen, 616 Ward Parkway; Pinstripes, 601 W. 47th St.; Scooter's Coffee, 446 W. 47th St.; Cinemark Palace, 526 Nichols Road; Houston's, 4640 Wornall Road; and Helzberg Diamonds, 400 Nichols Road.

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Vacant spaces

1. Scooter's coffee
2. Green Grove*
3. Houston's
4. Empty store
5. T. Loft
6. Noodles & Co.
7. Cinemark
8. Tesla
9. Sur La Table*
10. Panache*
11. Helzberg
12. Michael Kors
13. Kate Spade*
14. Brighton Collectibles*
15. Cupcakin Bakery*
16. RE:*
17. Vom Fass*
18. Southern Charm Gelato
19. Coveted Home
20. The Oliver
21. Parkway Social Kitchen
22. Pinstripes**
23. Tervis*
24. Hogshead
25. Victoria's Secret/Pink
26. Pink Dinosaur Boutique*
27. Plaza customer service
28. Empty store
29. Plaza Wedding Chapel
30. L'Ecole
31. Empty store
32. Nike
33. Hibachi Japanese Steakhouse
34. Zoës Kitchen
35. Fred P. Ott's

*Plaza officials say they have signed a lease for a new tenant here.
**Kindred plans to move into this spot, which will leave a new vacant space at 422 Nichols Road.

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Keyword: Park Place Village

New additions

1. LoveSac
2. Nordstrom
3. Pure Barre
4. Ice Cream Bae
5. Archive
6. KC Style Haus
7. The Shade Store
8. Brow Threading
9. Club Pilates
10. Jill Marie Boutique*
11. Sweet Kiss Brigadeiro
12. Psycho Bunny
13. Sugahrush Berries
14. LensCrafters
15. Michelangelo's Sistine Chapel: The Exhibition

*Pop-up tenant Jill Marie Boutique will close in April. The Plaza says it has signed a new tenant for the space.

JOYCE SMITH AND NEIL NAKAHODO, THE KANSAS CITY STAR

I WORRY THAT WE'RE IN A BIT OF A DEATH SPIRAL. THE NEW TENANTS COMING IN ARE REALLY OBSCURE BRANDS, NOT DESTINATION BRANDS FOR KANSAS CITIANS AND TOURISTS — WE'LL GET WHOEVER WE NEED TO FILL THE SPACE, SO WE WILL TAKE A LENSCRAFTERS. THE PLAZA HAS BEEN AN IMPORTANT TOURISM DRAW AND ECONOMIC GENERATOR FOR OUR CITY, WHICH SEEMS TO BE IN JEOPARDY.

Brad Lang, a lifelong Kansas Citian who lives by the Plaza

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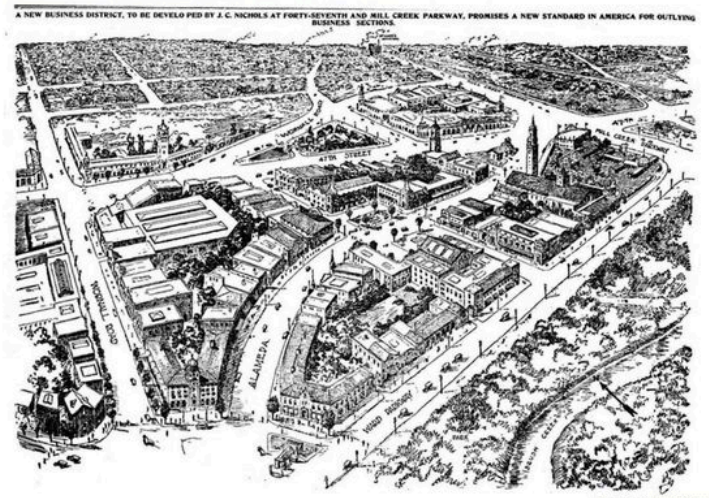
Keyword: Park Place Village

FILE The Kansas City Star

A century ago, crews worked to build the Country Club Plaza.



FILE The Kansas City Star

In 1922, The Star published a rendering of "A new business district" to be developed by J.C. Nichols. The development would become the Country Club Plaza.

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JILL TOYOSHIBA jtoyoshiba@kcstar.com

While its iconic towers modeled after Seville, Spain, remain, Kansas City's Country Club Plaza has seen much change in its nearly 100 years.

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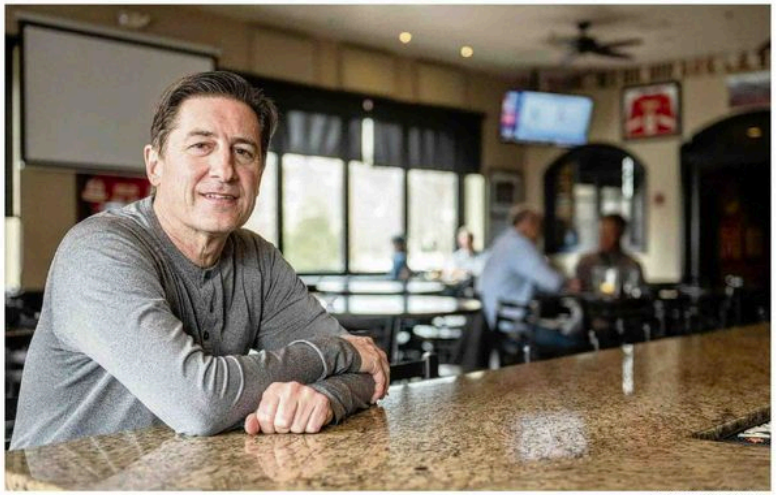

EMILY CURIEL ecuriel@kcstar.com

The Granfalloon Restaurant & Bar is one of the oldest tenants on the Country Club Plaza, founded in 1977. Owner Tim Caniglia says he would like to see the empty restaurant spaces around him filled.

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Section: Main
Keyword: Park Place Village

JILL TOYOSHIBA jtoyoshiba@kcstar.com

Nordstrom has twice pushed back plans for a department store on the west side of the Country Club Plaza but says it is on track to open in the fall of 2023.

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ROY INMAN Special to The Star

Diners packed the patio on a Saturday in March at the Cheesecake Factory on the Country Club Plaza. The restaurant, which opened in 1996, has been a Plaza mainstay.

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Page: A1,A3,A4,A6,A8
Section: Main
Keyword: Park Place Village

EMILY CURIEL ecuriel@kcstar.com

One of the many vacant storefronts on the Country Club Plaza. Tervis, which sells plastic drinkware, used to occupy this space at 606 W. 48th St.

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The Oregonian

The Oregonian
Date: Saturday, March 05, 2022
Location: PORTLAND, OR
Circulation (DMA): 84,732 (21)
Type (Frequency): Newspaper (D)
Page: B10
Section: Sports
Keyword: Meier & Frank Building

PORTLAND

Google will reopen downtown office in April

The company's return could be a boost for the beleaguered city center.

Mike Rogoway
The Oregonian/OregonLive

Google employees will return to its downtown Portland office April 4 but will only be required to be on site three days a week, the company said Wednesday.

Google shut many of its offices at the beginning of the pandemic, and most workers haven't been required to be back in the office since then. That changes next month, as the company begins a new, hybrid approach to the workplace in Portland and many other sites.

"We believe that most of our teams collaborating together in the office for part of the week, and having the flexibility to work from home for the rest, is what's best for our products, customers, people and culture," the company wrote in a letter to employees.

That means most employees must be back in the office three days a week, with the option of working remotely two days.

Google had 80 employees in its Portland office but moved into two floors of the Meier & Frank Building near Pioneer Courthouse Square just as the pandemic began in anticipation of future growth. It never fully occupied the space, as COVID-19 shut down offices around the world, but now counts 220 employees assigned to the downtown office.

Google is among the first to reopen its downtown office. Portland city employees, for example, are still primarily remote.

So the company's return could be a boost for the city center. Just a third as many people work downtown as did prior to the pandemic, according to a study based on aggregated smartphone data.

Beyond COVID-19, downtown Portland has endured a rise in shootings, homelessness and reputational damage from the upheaval associated with civil rights protests in the summer of 2020 and a violent federal response. Sporadic vandalism continued for months afterward.

Most large employers have retained their downtown offices, with the notable exception of Umpqua Bank, which is moving its Oregon offices to Lake Oswego and corporate headquarters to Tacoma. Others, including The Standard, have reduced their downtown footprint.

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Account: 24272 (208)
OR-84
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March 05, 2022 PRINT

The Oregonian (56-000)

Monthly Visits **84.7K**

Monthly Visits

Kansas City Business Journal

KANSAS CITY BUSINESS JOURNAL

Date: Thursday, March 10, 2022
Location: KANSAS CITY, MO
Circulation (DMA): 15,174 (34)
Type (Frequency): Magazine (W)
Page: 8
Section: Main
Keyword: Park Place Village

LESLIE **COLLINS**
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MAKING THE INC 5000

FOR SEISMIC DIGITAL, IT'S CULTURE + CLIENTS

Seismic Digital's explosive growth can be attributed to two factors: its culture and approach to clients.

The Leawood full-service digital marketing and consumer insights agency ranked No. 424 last year on the Inc. 5000, a list of the nation's fastest-growing private companies. Its three-year revenue growth soared 1,138%. This year, the agency projects that it could reach about $10 million, up from $4.26 million in 2021, Chief Growth Officer Nick Barkman said.

Like its revenue, its employee base also has ballooned. It started 2021 with five employees and now employs 15. It aims to reach 20 by year's end.

The agency continues to add clients in a variety of industries, such as Dri Duck, American Century Investments and winemaker eStCru.

Clients could find Seismic's expertise, such as search engine optimization, at other agencies. But several aspects put Seismic ahead.

"What they're really looking for is somebody who gets them and understands what they need and doesn't make them feel like they're just another numbered client," he said.

Every client gets a dedicated account team and the expertise of the senior leadership. Seismic Digital also makes clients feel valued by not just checking off the boxes for performance metrics or next month's strategy.

"What we try for is to always be the people that bring them new ideas, even if it's stuff we don't do. ... If it's something we don't do, we're here to find you the right person to solve that challenge," Barkman said.

Seismic Digital moved from downtown Overland Park to Leawood's Park Place in November. It went from 1,200 square feet to more than 5,000. The amenity-rich shopping center fits the company's focus on culture. Plus, there's a nearby hotel and plethora of places to entertain clients.

Employees refer to themselves as "seismonauts" – a nod to the fact that they're a bunch of sci-fi nerds who are fascinated with outer space, Barkman said. But there's a deeper meaning too. It's the idea that everyone is vital to the company mission.

Page 1 of 1

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Account: 24272 (207)
3800
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March 10, 2022 PRINT

Kansas City Business Journal (56-000)

Monthly Visits **15.2K**

Monthly Visits

Best in Dallas

Date: Tuesday, March 01, 2022
Location: DALLAS, TX
Circulation (DMA): 69,930 (N/A)
Type (Frequency): Magazine (M)
Page: 122,123,124
Section: Main
Keyword: Highland Park Place

SPECIAL ADVERTISING SECTION

BEST IN DALLAS

FEATURING: DENTISTS, DOCTORS, FINANCIAL PLANNERS, AND LAWYERS

We are proud to feature the following professionals who have earned the award of "Best" in their industry, by their peers. Use this as a reference on where to find the best in Dallas-Fort Worth. For more, visit dmagazine.com.

Best Dentists

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KENNETH HAMLETT, D.D.S., FAGD, FAACD
Cosmetic and Restorative Dentistry

8000 Lorino Kitty Drive, Suite 110 | Dallas, Texas 75225
214.363.0404 | drhamlett.com

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TOM MCDOUGAL, D.D.S., FAGD, FICD
Clinical Assistant Professor, Baylor College of Dentistry Aesthetic and Restorative Dentistry

McDougal and Richards Dentistry
106 N. Cottonwood Drive | Richardson, Texas 75080
972.235.5578

Selected by his peers in *D Magazine* as one of the Best Dentists in Dallas for the last 11 consecutive years and additionally selected in two categories—general and cosmetic dentistry—Dr. McDougal practices state-of-the-art dentistry. His technologically advanced office is staffed with an exemplary team and offers patients the serenity of a greenhouse facility. This, combined with an in-house aesthetic dental laboratory and Dr. McDougal's personal commitment to excellence, uphold the stellar reputation of this dental practice that is known for its care and service. Dr. McDougal serves on the faculty for the Center for Aesthetic and Restorative Dentistry.

Best Doctors

JERALD S. GOLDSTEIN, MD
REBECCA A. CHILVERS, MD
SATIN S. PATEL, MD
Specialty: Fertility
Fertility Specialists of Texas

Frisco | Dallas | Rockwall | Southlake | Fort Worth
214.888.2044 | FertilityTexas.com

Doctors Jerald S. Goldstein, Rebecca A. Chilvers and Satin S. Patel have each been recognized as leaders in the field of reproductive medicine by patients and peers alike. Board certified in both obstetrics and gynecology and reproductive endocrinology and infertility, the team at Fertility Specialists of Texas (FST) has been proudly growing families for 15 years. By combining advanced technology and clinical experience with personalized, proactive treatment plans, FST consistently achieves IVF success rates above the national average. Areas of expertise include in vitro fertilization (IVF), egg freezing, genetic testing, donor egg, recurrent pregnancy loss and polycystic ovary syndrome (PCOS).

STEVEN J. WHITE, M.D.
Specialty: Cosmetic Plastic Surgery
USA Plastic Surgery

Presbyterian Hospital Professional Bldg. 3
8230 Walnut Hill, Suite 814 | Dallas, Texas 75231
214.691.6575 | eastdallascurgeon.com

Dr. White specializes in all aspects of cosmetic surgery and is board certified in both plastic surgery and ENT. His commitment to excellence has been recognized by his selection as a Texas Super Doctor (*Texas Monthly*) as well as one of the Best Doctors in Dallas (*D Magazine*). He is known for the quality of his results as well as the personal care he provides. Dr. White is dedicated to seeking the best outcome for every patient. He believes precise surgical technique is essential to achieve exceptional results. Combining innovative instruments and techniques with state-of-the-art technology allows Dr. White to offer his patients better results with less discomfort and rapid recovery.

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Account: 24272 (215)
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March 01, 2022 PRINT

Best in Dallas (56-000)

Monthly Visits **69.9K**
Monthly Visits

Date: Tuesday, March 01, 2022
Location: DALLAS, TX
Circulation (DMA): 69,930 (N/A)
Type (Frequency): Magazine (M)
Page: 122,123,124
Section: Main
Keyword: Highland Park Place

Best Lawyers

FRANK L. BRANSON
The Law Offices of Frank L. Branson, PC

Highland Park Place
4514 Cole Avenue, Suite 1800 | Dallas, Texas 75205
214.522.2200 (main) | 800.522.0216 (toll free)
214.521.5485 (fax)
fbranson@fbranson.com | fbranson.com

Frank Branson's work in serious injury cases has earned him the reputation as one of the nation's top trial lawyers. Listed among the Best Lawyers in Dallas in *D Magazine*, he also is ranked as one of the Top 10 Lawyers in Texas in *Texas Monthly* magazine. In addition to being named in the publication "Best Lawyers in America" since 1987, Branson was profiled in *Forbes* magazine as one of the 50 most successful attorneys in the nation. In 2007, he earned the prestigious "Mel" award presented by the Melvin Belli Society to a "Giant of the Trial Bar."

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JANET BRUMLEY
GEORGE PARKER
PAUL BRUMLEY
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Verner Brumley Mueller Parker

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214.526.5234 | 214.526.0157 (fax)
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DAWN BUDNER
Calabrese Budner, LLP

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GREG MCALLISTER
CHASE POTTER
Rogge Dunn Group, PC

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214.220.0077 | dunn@triallawyers.com

Rogge has been rated as one of the Top 100 attorneys in Texas by *Texas Monthly*. He has repeatedly been named one of the Best Lawyers in Dallas by *D Magazine* and a Super Lawyer by *Texas Monthly*. Dunn handles employment, non-compete, partnership, breach of contract, shareholder oppression, DTPA, and other business matters for executives, employees, financial advisors, and companies. He has won more than $2 billion for his clients and multi-million-dollar awards in California, Texas, Louisiana, and Arkansas. He is one of only 25 attorneys in Texas Board Certified in both Civil Trial Law and Labor and Employment Law. When you need the power of a trial attorney call Rogge. Results depend on the facts of each case.

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Scott Frenkel, Mark Frenkel, and Gene Burkett have all been recognized as Best Lawyers in Dallas by *D Magazine* numerous times. Established 24 years ago, the firm handles cases throughout the nation on significant personal injury cases. Practice areas include serious trucking, auto, and motorcycle collisions and product liability (including automobile defect cases such as seatbelt/airbag failure.) Both Gene and Scott have been named to *Fort Worth Magazine*'s Top Attorney list in 2017. Mark and Scott have been named Super Lawyers in *Texas Monthly*. All three lawyers are members of the Million-Dollar and Multi-Million Dollar advocates forum, and Mark is an officer in the Dallas Trial Lawyers Association.

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Kelly McClure is considered a foremost expert on the legal and emotional complexities of divorce. McClure Law Group offers their clients an alternative and creative approach to litigation through Collaborative Law and other forms of dispute resolution in which the participants reach equitable agreements without painful litigation, thereby minimizing stress and additional financial burden and maximizing privacy and discretion. However, the expertise and tenacious drive of the lawyers at McClure Law Group are formidable factors when cases reach the courthouse. Collectively, the firm's lawyers have approximately 100 years of experience handling complex property cases, custody disputes, modifications, and pre and post-marital agreements. McClure is Board Certified in family law by the Texas Board of Legal Specialization and all partners have been named as Best in Dallas over the past couple of decades.

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Julie Quaid is committed to helping clients prevent the destruction often associated with divorce by guiding them toward respectful, cooperative ways of divorcing. She works to achieve optimum results by helping clients focus on the future and protecting what is most important: children, relationships, and financial security. When *D Magazine* surveyed local lawyers to name the top female attorneys in North Texas, only Quaid was recognized for both Collaborative Divorce and Family Law. She was named Lawyer of the Year: CollaborativeLaw: Family Law Dallas/Ft. Worth for 2017 by *U.S. News and World Report*, Texas Super Lawyer 2019-2021 and Best Lawyers in America 2014-2022. Quaid Farish was recognized as Top-Listed Family Law in Dallas by Best Lawyers in America 2014-2022 and Top-Listed Collaborative Family Law for 2017-2022.

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Jeff Rasansky is listed among The Best Lawyers in Dallas by *D Magazine* and a 16-time Texas Super Lawyer in *Texas Monthly*. He represents individuals and families in catastrophic injury and death cases involving auto/trucking accidents, birth injuries, medical malpractice, and defective and dangerous products. In addition, Rasansky and his law firm represent clients on a contingency and/or hybrid-fee basis in complex business litigation including contract claims, insurance disputes, breach of fiduciary duty, deceptive trade practices, and fraud. Print and television reporters regularly rely on Rasansky for his views on today's significant legal events.

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Date: Tuesday, March 01, 2022
Location: DALLAS, TX
Circulation (DMA): 69,930 (N/A)
Type (Frequency): Magazine (M)
Page: 122,123,124
Section: Main
Keyword: Highland Park Place

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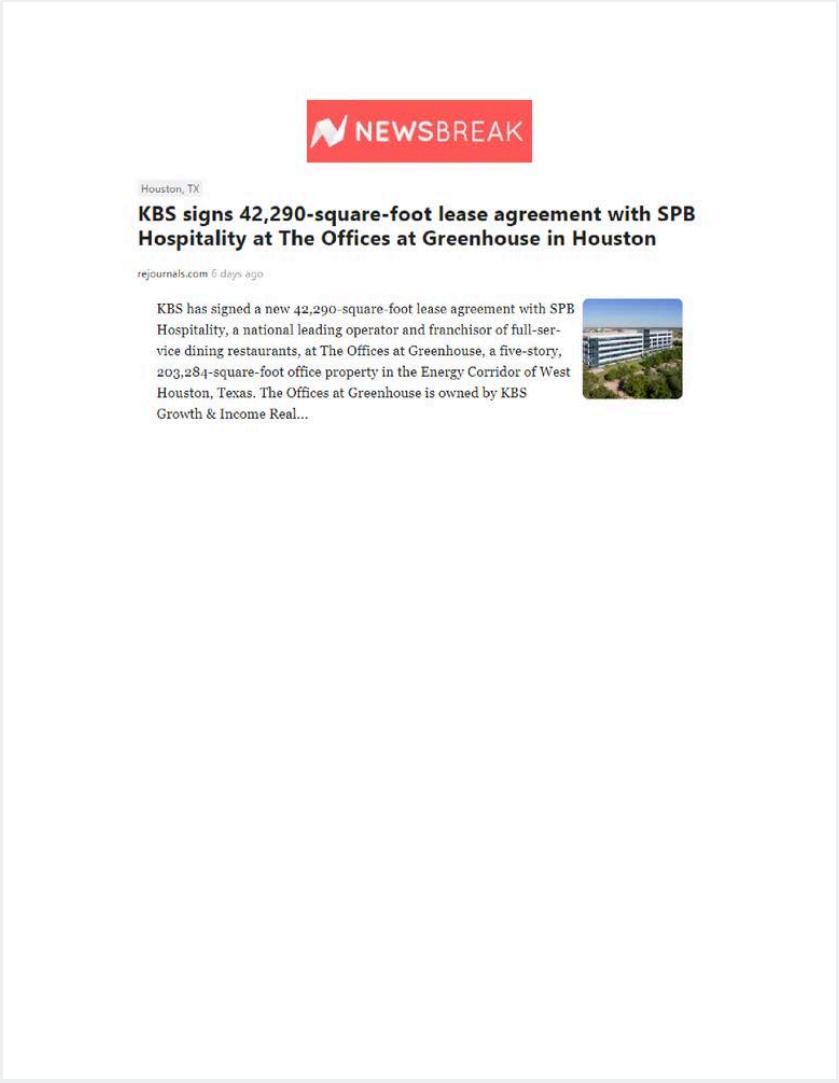

NEWSBREAK

Houston, TX

KBS signs 42,290-square-foot lease agreement with SPB Hospitality at The Offices at Greenhouse in Houston

rejournals.com 6 days ago

KBS has signed a new 42,290-square-foot lease agreement with SPB Hospitality, a national leading operator and franchisor of full-service dining restaurants, at The Offices at Greenhouse, a five-story, 203,284-square-foot office property in the Energy Corridor of West Houston, Texas. The Offices at Greenhouse is owned by KBS Growth & Income Real...

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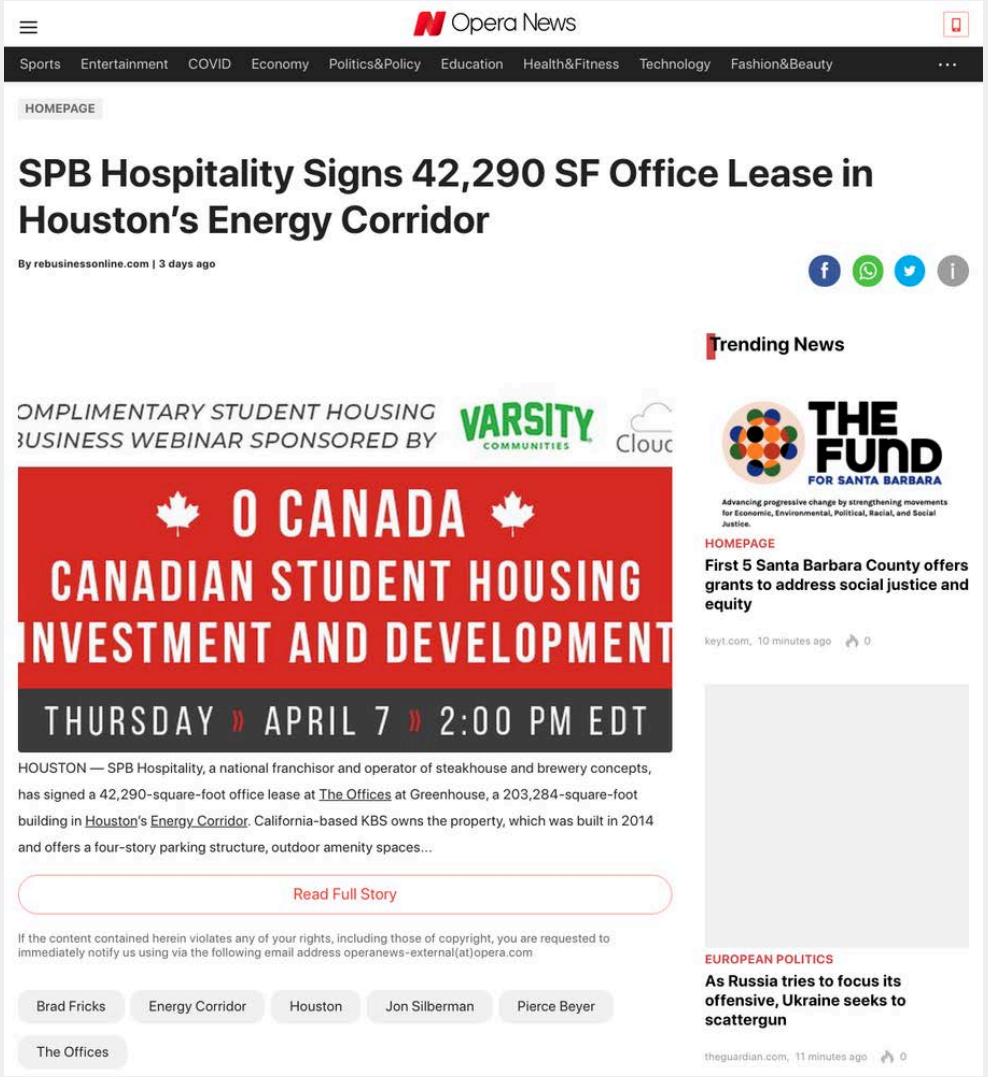

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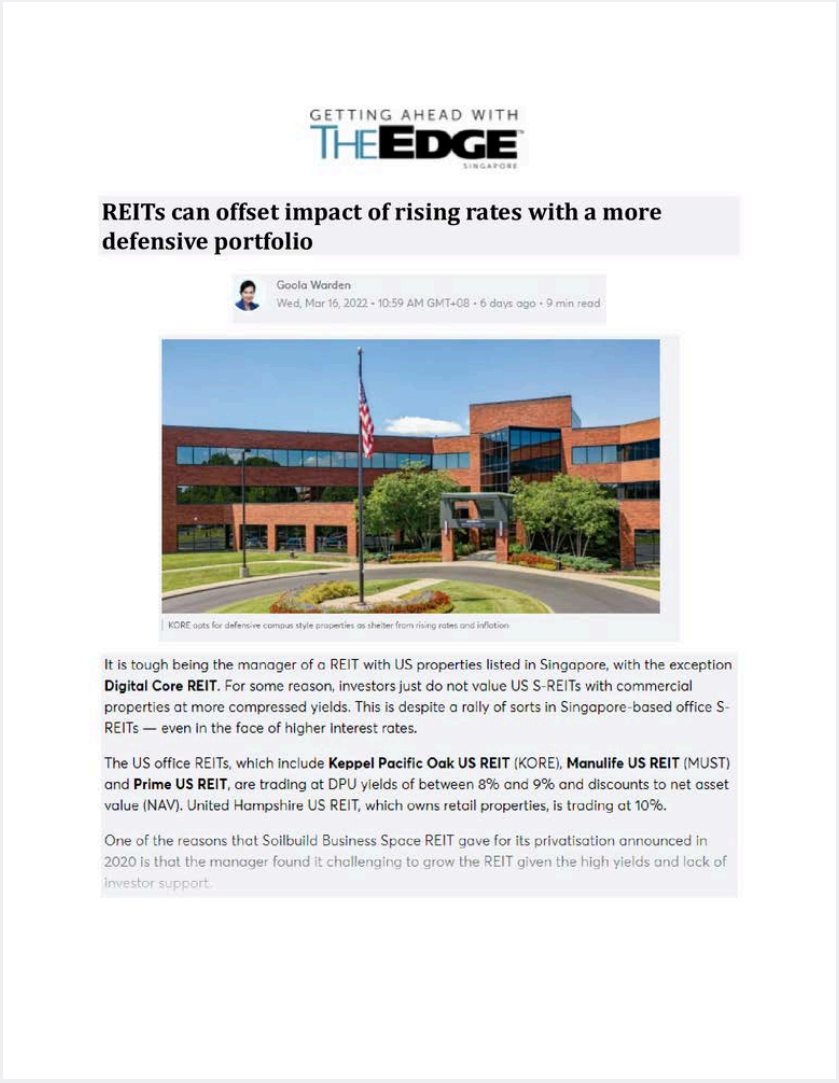

GETTING AHEAD WITH THE EDGE SINGAPORE

REITs can offset impact of rising rates with a more defensive portfolio

Goola Warden
Wed, Mar 16, 2022 • 10:59 AM GMT+08 • 6 days ago • 9 min read

KORE opts for defensive campus style properties as shelter from rising rates and inflation

It is tough being the manager of a REIT with US properties listed in Singapore, with the exception **Digital Core REIT**. For some reason, investors just do not value US S-REITs with commercial properties at more compressed yields. This is despite a rally of sorts in Singapore-based office S-REITs — even in the face of higher interest rates.

The US office REITs, which include **Keppel Pacific Oak US REIT** (KORE), **Manulife US REIT** (MUST) and **Prime US REIT**, are trading at DPU yields of between 8% and 9% and discounts to net asset value (NAV). United Hampshire US REIT, which owns retail properties, is trading at 10%.

One of the reasons that Soilbuild Business Space REIT gave for its privatisation announced in 2020 is that the manager found it challenging to grow the REIT given the high yields and lack of investor support.

March 16, 2022 OFFLINE

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theedgesingapore.com/capital/reits/reits-...

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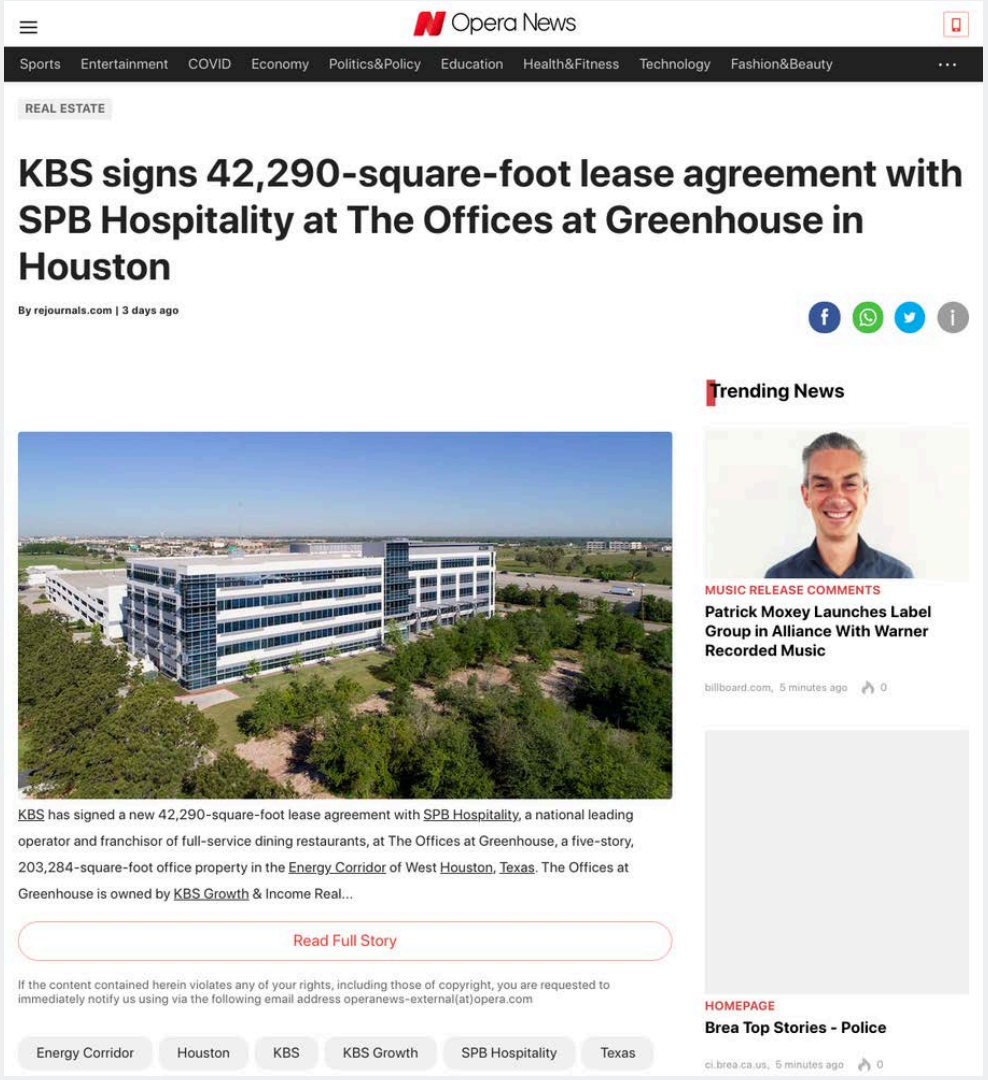

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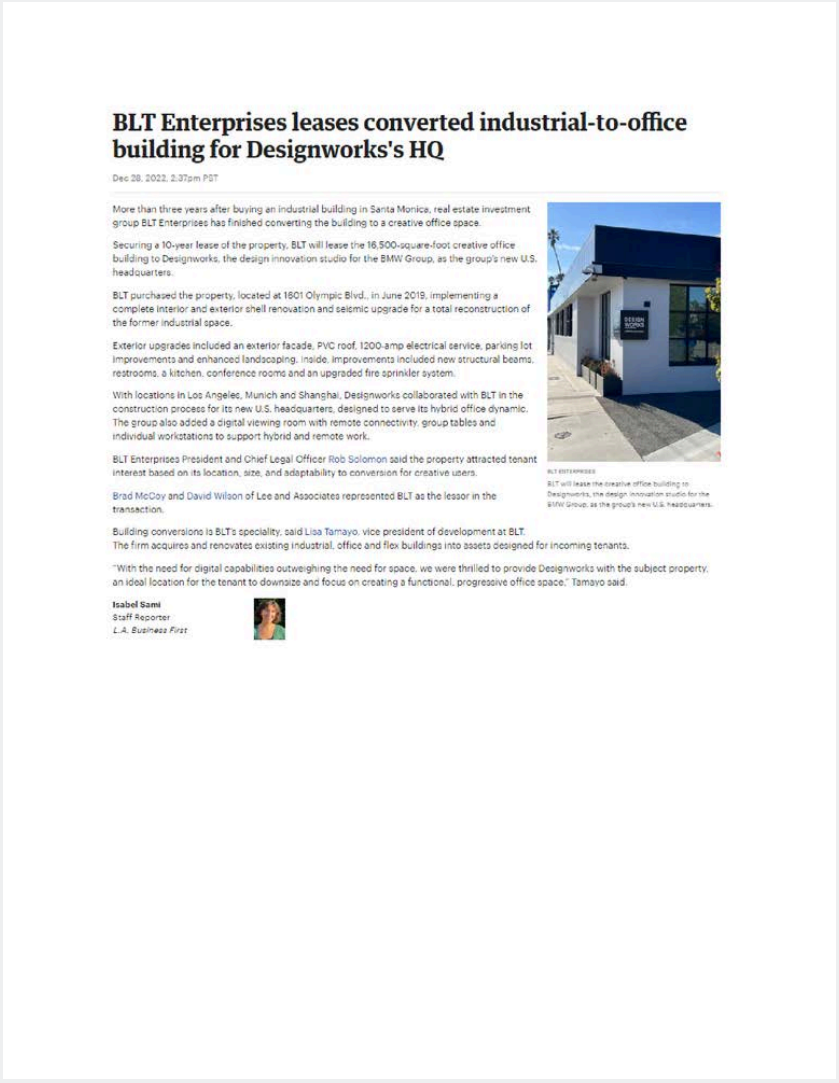

BLT Enterprises leases converted industrial-to-office building for Designworks's HQ

Dec 28, 2022, 2:37pm PST

More than three years after buying an industrial building in Santa Monica, real estate investment group BLT Enterprises has finished converting the building to a creative office space.

Securing a 10-year lease of the property, BLT will lease the 16,500-square-foot creative office building to Designworks, the design innovation studio for the BMW Group, as the group's new U.S. headquarters.

BLT purchased the property, located at 1601 Olympic Blvd., in June 2019, implementing a complete interior and exterior shell renovation and seismic upgrade for a total reconstruction of the former industrial space.

Exterior upgrades included an exterior facade, PVC roof, 1200-amp electrical service, parking lot improvements and enhanced landscaping. Inside, improvements included new structural beams, restrooms, a kitchen, conference rooms and an upgraded fire sprinkler system.

With locations in Los Angeles, Munich and Shanghai, Designworks collaborated with BLT in the construction process for its new U.S. headquarters, designed to serve its hybrid office dynamic. The group also added a digital viewing room with remote connectivity, group tables and individual workstations to support hybrid and remote work.

BLT Enterprises President and Chief Legal Officer Rob Solomon said the property attracted tenant interest based on its location, size, and adaptability to conversion for creative users.

Brad McCoy and David Wilson of Lee and Associates represented BLT as the lessor in the transaction.

Building conversions is BLT's speciality, said Lisa Tamayo, vice president of development at BLT. The firm acquires and renovates existing industrial, office and flex buildings into assets designed for incoming tenants.

"With the need for digital capabilities outweighing the need for space, we were thrilled to provide Designworks with the subject property, an ideal location for the tenant to downsize and focus on creating a functional, progressive office space," Tamayo said.

Isabel Sami
Staff Reporter
L.A. Business First

December 28, 2022 ONLINE

L.A. Business First (61-02583)

bizjournals.com/losangeles/news/2022/1...

Monthly Visits **2.59M**

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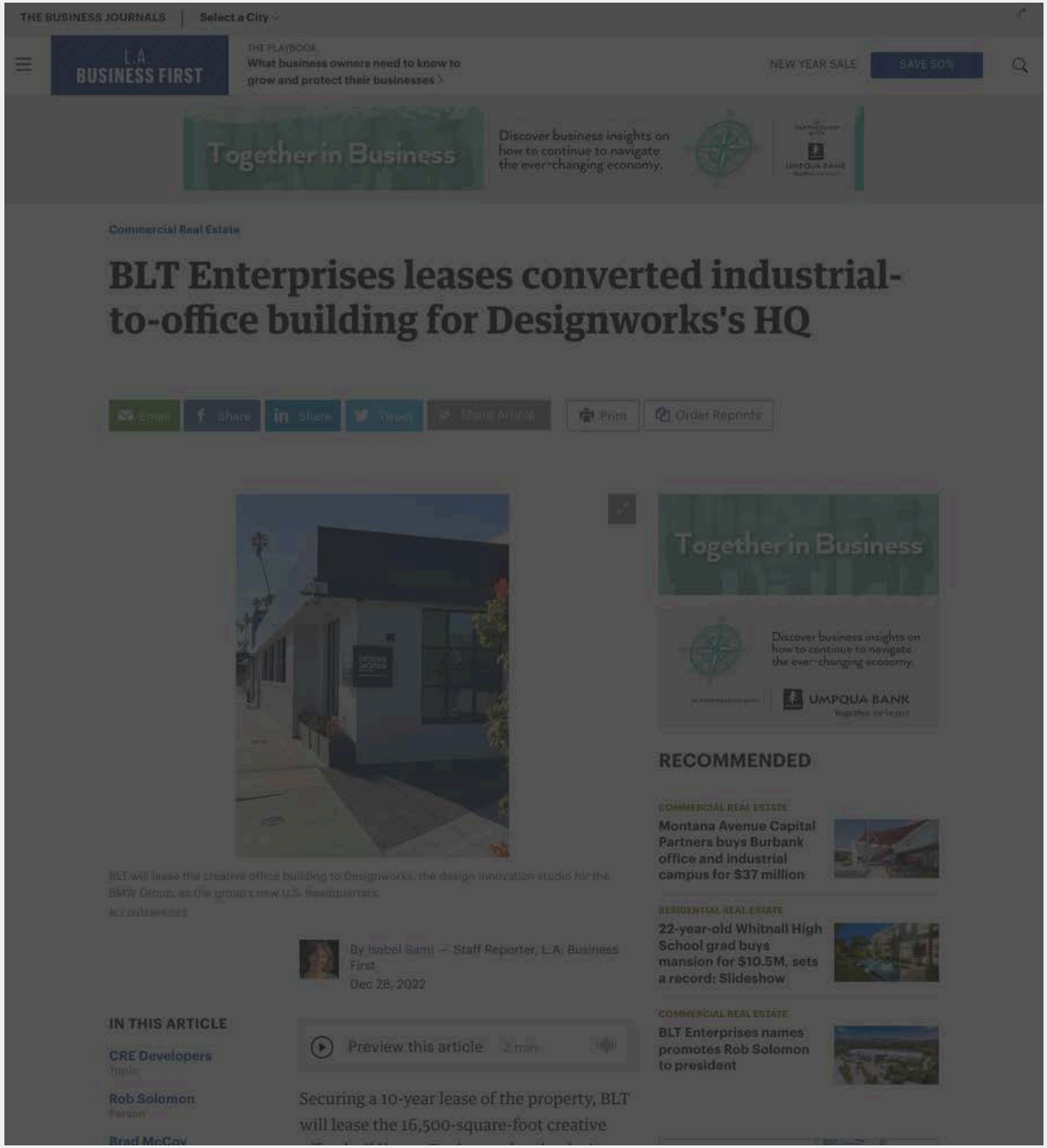
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BLT will lease the creative office building to Designworks, the design innovation studio for the BMW Group, as the group's new U.S. headquarters.
By Isabel Sami — Staff Reporter, L.A. Business First
Dec 28, 2022
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Brad McCoy
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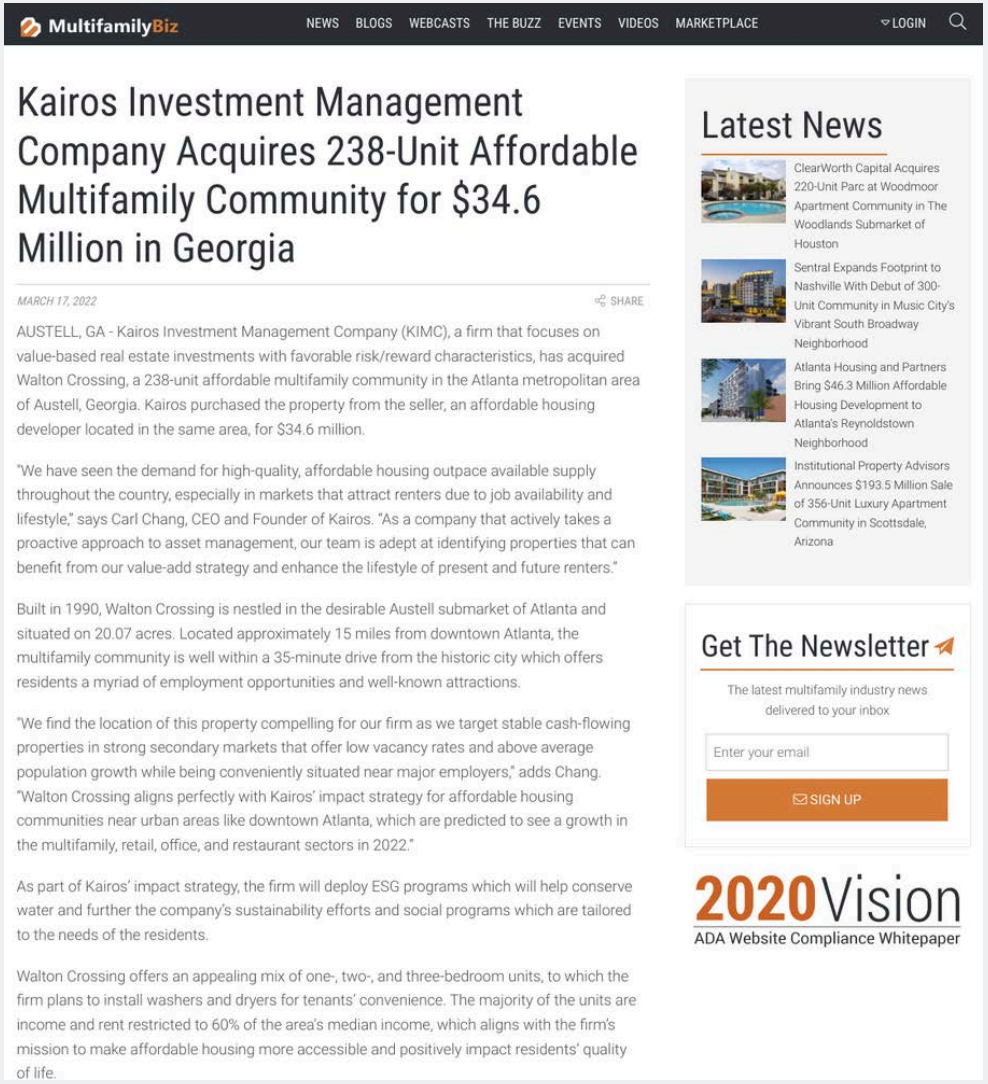

MultifamilyBiz NEWS BLOGS WEBCASTS THE BUZZ EVENTS VIDEOS MARKETPLACE LOGIN

Kairos Investment Management Company Acquires 238-Unit Affordable Multifamily Community for $34.6 Million in Georgia

MARCH 17, 2022 SHARE

AUSTELL, GA - Kairos Investment Management Company (KIMC), a firm that focuses on value-based real estate investments with favorable risk/reward characteristics, has acquired Walton Crossing, a 238-unit affordable multifamily community in the Atlanta metropolitan area of Austell, Georgia. Kairos purchased the property from the seller, an affordable housing developer located in the same area, for $34.6 million.

"We have seen the demand for high-quality, affordable housing outpace available supply throughout the country, especially in markets that attract renters due to job availability and lifestyle," says Carl Chang, CEO and Founder of Kairos. "As a company that actively takes a proactive approach to asset management, our team is adept at identifying properties that can benefit from our value-add strategy and enhance the lifestyle of present and future renters."

Built in 1990, Walton Crossing is nestled in the desirable Austell submarket of Atlanta and situated on 20.07 acres. Located approximately 15 miles from downtown Atlanta, the multifamily community is well within a 35-minute drive from the historic city which offers residents a myriad of employment opportunities and well-known attractions.

"We find the location of this property compelling for our firm as we target stable cash-flowing properties in strong secondary markets that offer low vacancy rates and above average population growth while being conveniently situated near major employers," adds Chang. "Walton Crossing aligns perfectly with Kairos' impact strategy for affordable housing communities near urban areas like downtown Atlanta, which are predicted to see a growth in the multifamily, retail, office, and restaurant sectors in 2022."

As part of Kairos' impact strategy, the firm will deploy ESG programs which will help conserve water and further the company's sustainability efforts and social programs which are tailored to the needs of the residents.

Walton Crossing offers an appealing mix of one-, two-, and three-bedroom units, to which the firm plans to install washers and dryers for tenants' convenience. The majority of the units are income and rent restricted to 60% of the area's median income, which aligns with the firm's mission to make affordable housing more accessible and positively impact residents' quality of life.

Latest News

ClearWorth Capital Acquires 220-Unit Parc at Woodmoor Apartment Community in The Woodlands Submarket of Houston

Sentral Expands Footprint to Nashville With Debut of 300-Unit Community in Music City's Vibrant South Broadway Neighborhood

Atlanta Housing and Partners Bring $46.3 Million Affordable Housing Development to Atlanta's Reynoldstown Neighborhood

Institutional Property Advisors Announces $193.5 Million Sale of 356-Unit Luxury Apartment Community in Scottsdale, Arizona

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March 17, 2022 ONLINE

MultifamilyBiz (10-01330)

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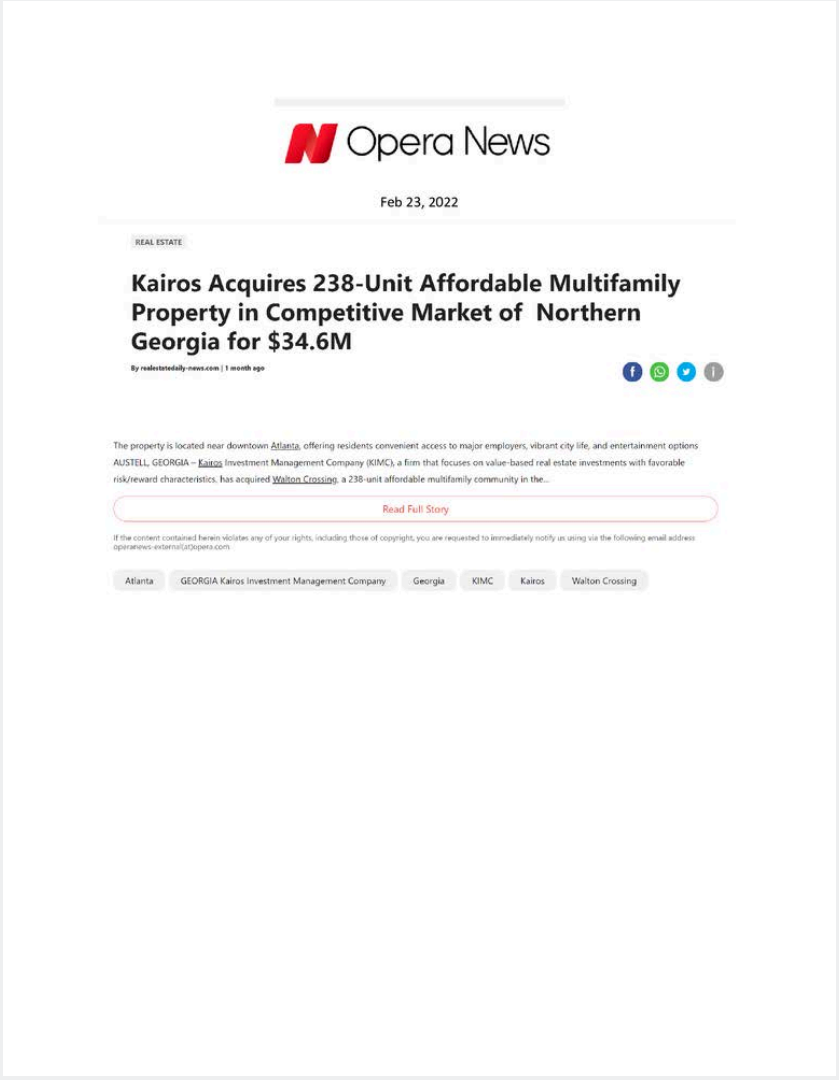

Opera News

Feb 23, 2022

REAL ESTATE

Kairos Acquires 238-Unit Affordable Multifamily Property in Competitive Market of Northern Georgia for $34.6M

By realestatedaily-news.com | 1 month ago

The property is located near downtown Atlanta, offering residents convenient access to major employers, vibrant city life, and entertainment options AUSTELL, GEORGIA – Kairos Investment Management Company (KIMC), a firm that focuses on value-based real estate investments with favorable risk/reward characteristics, has acquired Walton Crossing, a 238-unit affordable multifamily community in the...

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February 23, 2022 ONLINE

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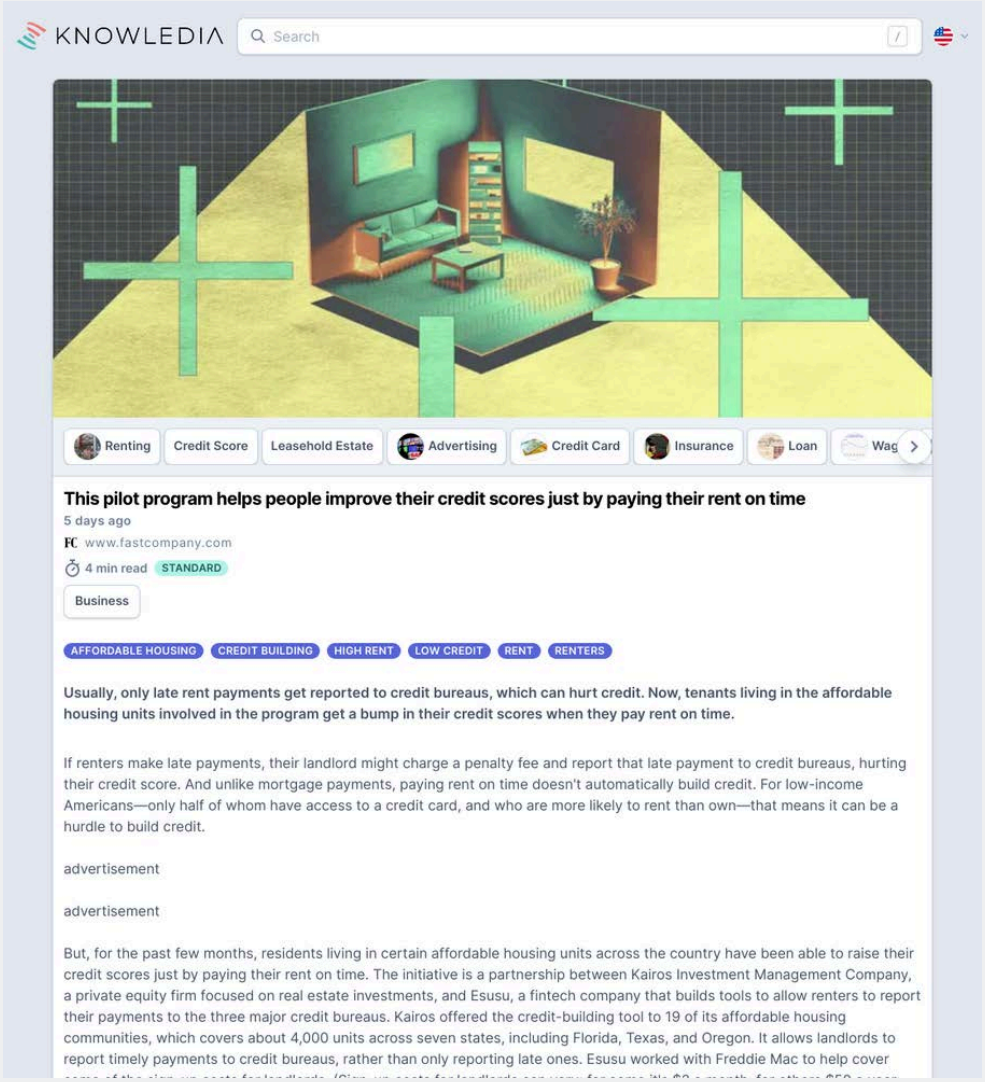

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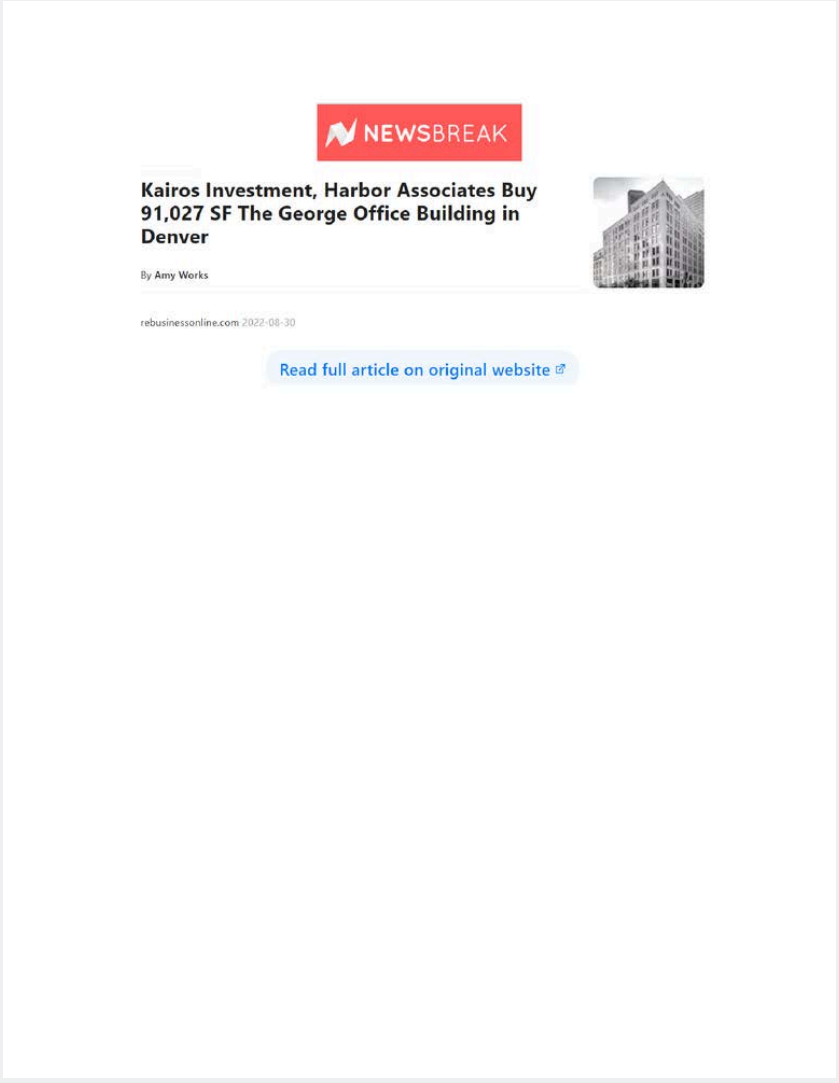

August 30, 2022 ONLINE

NewsBreak (10-02008)

newsbreak.com/news/2725287988459/k...

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National Apartment Association / UNITS Magazine

NATIONAL APARTMENT ASSOCIATION

Making Affordable Housing Pencil Out

September 14, 2022

Everybody wants more affordable housing—these companies make it work.

The need for more affordable housing is a constant refrain in the rental housing industry. The remedies include build-to-rent communities, inclusionary zoning, up-zoning, mixed income housing, ADUs and tinkering with tax credits. Obstacles include "NIMBYism" (residents who advocate against having these projects— "not in my backyard"), land-use policies, politics and the ongoing labor shortage. But there are some firms who have figured out how to make it work.

How the Money Works

Rehabbing, re-financing or building new affordable communities all rely on the Low-Income Housing Tax Credit (LIHTC) program, which was created by the Tax Reform Act of 1986. LIHTC is technically administered through the U.S. Treasury Department but gets a big assist from the Department of Housing and Urban Development (HUD) and the state housing finance agencies. Properties funded through the LIHTC program must qualify as affordable for 30 years. Affordability eligibility is calculated using household income as compared to an area's median income.

LIHTC comes in two varieties: 4%, and 9% credits. The 9% credits are dispensed through local housing authorities via a highly competitive award process regulated by the housing authorities' Qualified Allocation Plans. The plans vary by community and may include qualifications like access to public schools, access to public transportation and green building standards. Four percent credits are allocated to projects that receive at least 50% of their fundings through tax exempt bonds.

September 14, 2022 ONLINE

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naahq.org/making-affordable-housing-pe...

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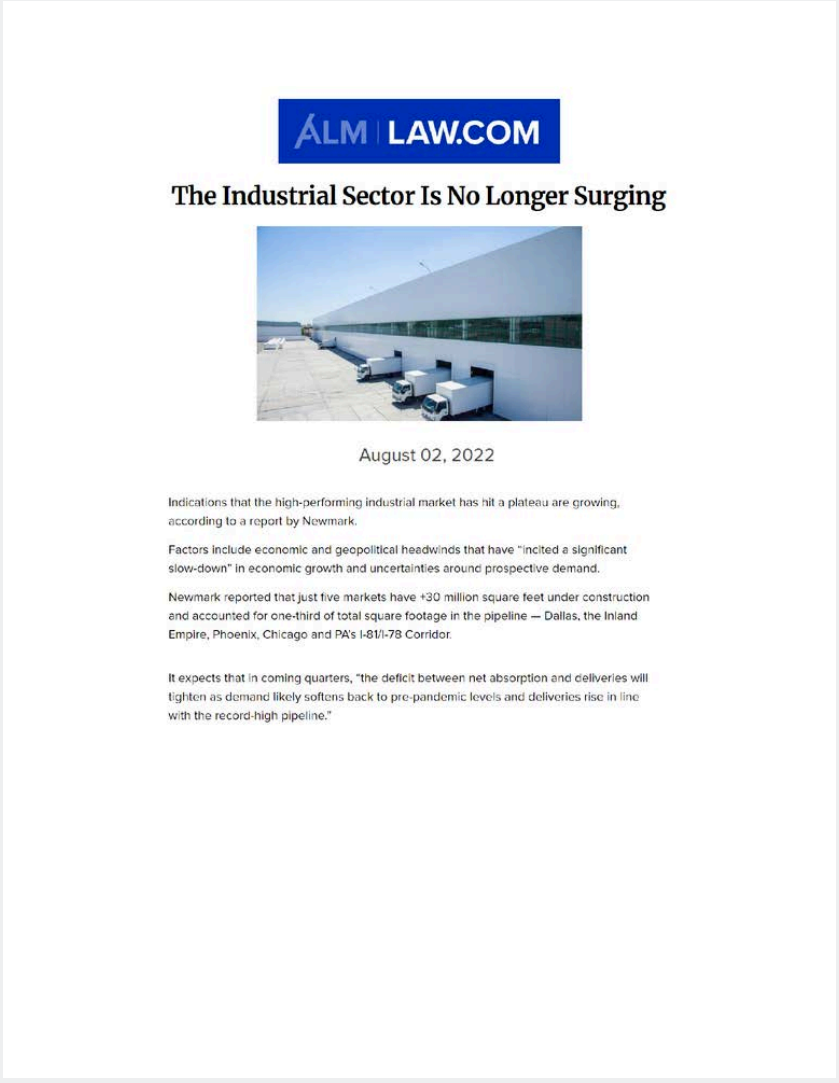

ALM | LAW.COM

The Industrial Sector Is No Longer Surging

August 02, 2022

Indications that the high-performing industrial market has hit a plateau are growing, according to a report by Newmark.

Factors include economic and geopolitical headwinds that have "incited a significant slow-down" in economic growth and uncertainties around prospective demand.

Newmark reported that just five markets have +30 million square feet under construction and accounted for one-third of total square footage in the pipeline — Dallas, the Inland Empire, Phoenix, Chicago and PA's I-81/I-78 Corridor.

It expects that in coming quarters, "the deficit between net absorption and deliveries will tighten as demand likely softens back to pre-pandemic levels and deliveries rise in line with the record-high pipeline."

August 02, 2022 ONLINE

Law.com (10-02119)

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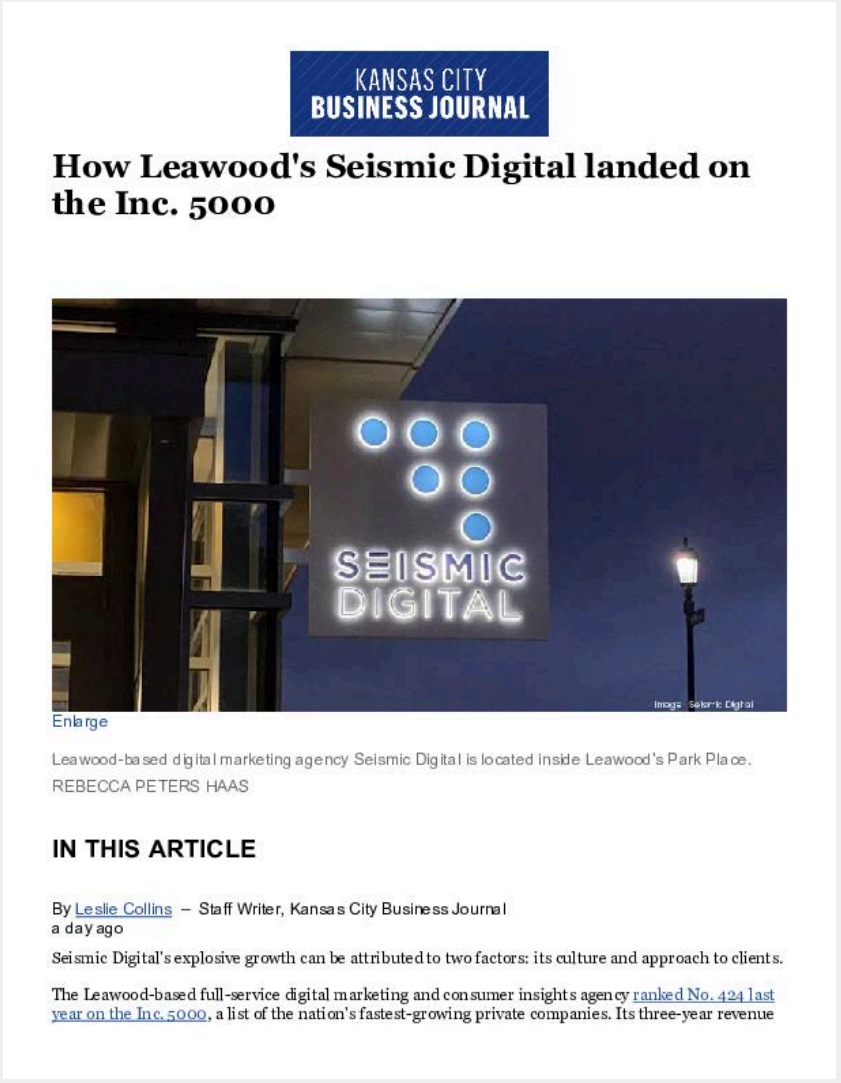


KANSAS CITY BUSINESS JOURNAL

How Leawood's Seismic Digital landed on the Inc. 5000

Enlarge

Leawood-based digital marketing agency Seismic Digital is located inside Leawood's Park Place.
REBECCA PETERS HAAS

IN THIS ARTICLE

By Leslie Collins – Staff Writer, Kansas City Business Journal
a day ago

Seismic Digital's explosive growth can be attributed to two factors: its culture and approach to clients.

The Leawood-based full-service digital marketing and consumer insights agency ranked No. 424 last year on the Inc. 5000, a list of the nation's fastest-growing private companies. Its three-year revenue

February 22, 2022 PRINT

Kansas City Business Journal (56-000)

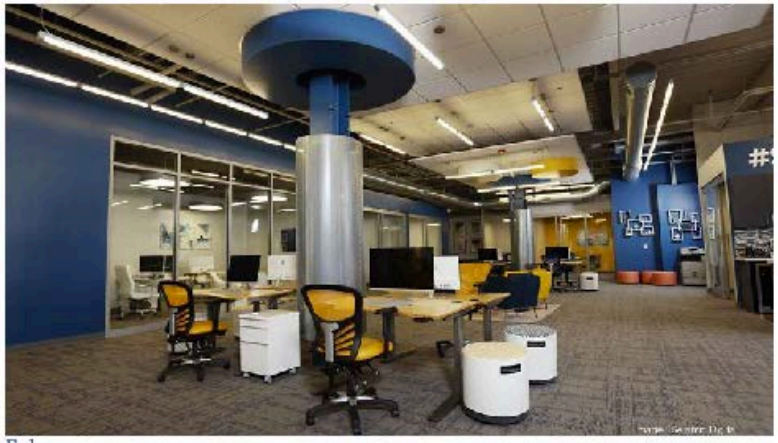
bizjournals.com/kansascity/news/2022/0...

Monthly Visits **36K**

Monthly Visits

growth soared 1,138%. This year, the agency projects it could reach about $10 million in revenue, up from $4.26 million in 2021, Chief Growth Officer Nick Barkman said.

Like its revenue, its employee base also has ballooned. It started 2021 with five employees and now employs 15. It aims to reach 20 by year's end.



Enlarge

Seismic Digital has taken over the former Blooom space at Leawood's Park Place.

REBECCA PETERS HAAS

The agency continues to add clients in a variety of industries, such as Dri Duck, American Century Investments and wine maker eStCru.

Clients could find Seismic's expertise, such as search engine optimization, at other agencies. But several aspects put Seismic ahead of the pack.

"What they're really looking for is somebody who gets them and understands what they need and doesn't make them feel like they're just another numbered client," he said.

Every client gets a dedicated account team and the expertise of the senior leadership. Seismic Digital also makes clients feel valued by not just checking off the boxes for performance metrics or next month's strategy.

"What we try for is to always be the people that bring them new ideas, even if it's stuff we don't do. ... If it's something we don't do, we're here to find you the right person to solve that challenge," Barkman said. "We want our clients to do well regardless of whether or not it's something that gets more money to the agency. If they do well, we all do well. ... We are averse to the idea of being a vendor to people. We'd much rather have partnerships."

Enlarge

As part of the company theme, Leawood-based Seismic Digital features authentic NASA photos inside its office.

REBECCA PETERS HAAS

RECOMMENDED

Seismic Digital relocated from downtown Overland Park to Leawood's Park Place in November, taking over the former Blooom space. Its previous office was just over 1,200 square feet, and the Leawood headquarters spans a little over 5,000 square feet. The amenity-rich shopping center fits the company's focus on culture. There's area coffee shops, cool places to eat and outdoor games like cornhole. Plus, there's a nearby hotel and plethora of places to entertain clients.

Employees refer to themselves as "seismonauts" – a nod to the fact that they're a bunch of sci-fi nerds who also are fascinated with outer space, he said. But there's a deeper meaning too. It's the idea that everyone is vital to the company mission and everyone's voice matters.

Seismic's culture also is built on transparency and authenticity, he said.

"It's not holding things in. If something needs to be said, say it," Barkman said. "We want that. We can't learn from feedback if we don't get it."

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zaobao

Stocks to watch on Thursday

Posted / Feb 17, 2022 8:40 AM

(Morning News) Wall Street stocks traded sideways overnight, with the Dow Jones Industrial Average and Nasdaq down 0.16% and 0.11% respectively, while the S&P 500 rose 0.09%.

U.S. Federal Reserve officials said at their January meeting that they should raise interest rates as soon as possible and remain vigilant of stubbornly high inflation, or tighten the pace if necessary.

Singapore's Straits Times Index, which reflects the trend of local blue-chip stocks, closed at 3,439.30 points on Wednesday, up 17.92 points or 0.52%.

Stocks to watch on Thursday (Feb 17):

*Singapore Airlines (SIA) has firmed an order for seven Airbus A350F freighters, with an option to order five more.

* SIA Engineering will acquire a 75% stake in SR Technics Malaysia for US$3.75 million (S$5.04 million) to form a component maintenance, repair and overhaul (MRO) joint venture. The joint venture will

February 17, 2022 OFFLINE

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Monthly Visits **556K**

Monthly Visits

complement SIA Engineering's existing component repair and overhaul services and fleet management programmes. Under the agreement, SR Technics will retain the remaining 25% stake.

* Chip Eng Seng's loss narrowed to 31.48 million yuan last year, much lower than the 81.06 million yuan in the previous fiscal year, mainly driven by increased revenue.

The board of directors recommended a dividend of 2 cents per share, which is expected to be paid on May 20.

*Broadway Industrial Group's net profit for the second half of fiscal 2021 increased by 1.2% year-on-year to 7.43 million yuan, and increased 8.2% year-on-year to 15.26 million yuan, including deducting goodwill impairment of 2.4 million yuan.

The board has recommended a year-end dividend of 0.5 cents per share and a special dividend of 0.5 cents per share, with an undetermined dividend date.

*Prime US Reit's dividend per unit for the second half of fiscal 2021 rose 0.9% y-o-y to 3.45 cents, while distributable income rose 11% y-o-y to US$40.2 million (S$54.03 million).

*OUE Commercial REIT's 2H21 dividend per unit decreased by 4.2% year-on-year to 1.37 cents, and distributable income decreased by 4.5% year-on-year to 74.82 million yuan, including the distribution of 5 million yuan reserved for the previous fiscal year and a capital gain of $5.4 million on the sale of OUE Bayfront.

* Roxy-Pacific Holdings' delisting application has been approved by Singapore Exchange as the minimum public float (free float) has fallen below 10%. The company's major shareholder has passed TKL & Family's takeover offer of 0.485 yuan per share to delist the company and privatize it.

* Singapore's SP Corporation, which is controlled by Chuan Shen Holdings, issued a profit warning that it will suffer losses for the second half and full year ended December last year.

*Mary Chia asked for a trading halt before the market opened this morning, saying there would be something to announce later.

World News

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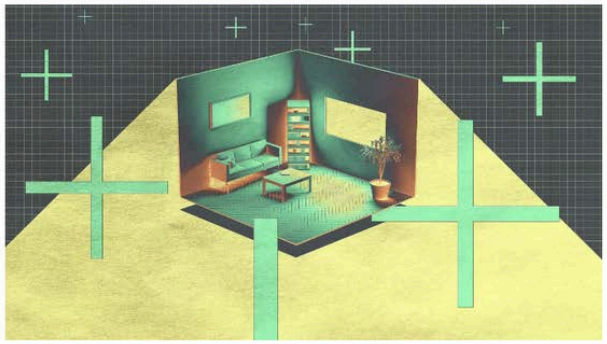

This program helps renters boost their credit scores & More Credit News

If renters make late payments, their landlord might charge a penalty fee and report that late payment to credit bureaus, hurting their credit score. And unlike mortgage payments, paying rent on time doesn't automatically build credit. For low-income Americans—only half of whom have access to a credit card, and who are more likely to rent than own—that means it can be a hurdle to build credit.

But, for the past few months, residents living in certain affordable housing units across the country have been able to raise their credit scores just by paying their rent on time. The initiative is a partnership between Kairos Investment Management Company, a private equity firm focused on real estate investments, and Esusu, a fintech company that builds tools to allow renters to report their payments to the three major credit bureaus.

Kairos offered the credit-building tool to 19 of its affordable housing communities, which covers about 4,000 units across seven states, including Florida, Texas, and Oregon. It allows landlords to report timely payments to credit bureaus, rather than only reporting late ones. Esusu worked with Freddie Mac to help cover some of the sign-up costs for landlords. (Sign-up costs for landlords can vary; for some it's $2 a month, for others $50 a year; Freddie Mac has helped cover some costs in other partnerships, as well.) If a renter is late on a payment, Esusu unenrolls them rather than sending that information to credit bureaus; Kairos says pre-pandemic, 99% of its rent was collected on a regular monthly basis; it's dropped to 97% during the pandemic but is expected to improve.

"It's an interesting way to approach the problem, in that they're positively reporting rent payments on tenants' credit to build credit, where normally landlords only report if there's a negative result," says Jonathan Needell, president and chief investment officer at Kairos.

March 23, 2022 ONLINE

World News (10-01100)

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Global investor snags $620 million portfolio

by Jenna Walters

DENVER – A global private investment firm added to its Denver-area holdings with the purchase of a seven-property multifamily portfolio in Central Park.

Starwood Capital Group acquired the Central Park portfolio, an asset comprising 1,445 units and nearly 100,000 square feet of office and retail space.

Jordan Robbins

According to public records, the buyer purchased the portfolio for $619.5 million from seller Brookfield Properties. Jordan Robbins and Pamela Koster of JLL brokered the sale.

Constructed between 2004 and 2019, the portfolio ranges from luxury, core-plus wrap and garden-style product to value-add garden-style homes, offering a mix of floor plans averaging 917 square feet. At closing, the entire portfolio was 93% occupied. This number includes the Class A retail and office space, home to nearly three dozen national and regional tenants, including Starbucks, Orangetheory Fitness and Chipotle.

CoStar

Starwood Capital Group acquired a multifamily portfolio in Central Park, including 7575 Town Center.

The multifamily portion of the portfolio includes 7575 Town Center at 7575 E. 29th Place, The Aster Conservatory Green at 4890 Willow St., Botanica Town Center at 2853 Roslyn St., Crescent Flats at 7470 E. 29th Ave., The Aster Town Center at 3131 Roslyn Way, and The Aster Town Center North at 3207 Syracuse St. The commercial space is spread across the East 29th Avenue Town Center.

According to Robbins, the portfolio garnered significant interest, signifying a desire by investors to complete large-scale deals. He said Starwood, as an experienced Denver area investor, was the perfect fit. The buyer adds the Central Park portfolio to a list of global holdings worth more than $105 billion. ▲

Class A industrial asset sells for $318 million

by Jenna Walters

A 1.15-million-square-foot Class A industrial park in northwest Denver traded hands.

A group of institutional investors advised by J.P. Morgan Global Alternatives acquired the 66-acre Pecos Logistics Park from developer Westfield Co. According to public records, the asset, located at 5675-5725 Pecos St., sold for $318 million. Tyler Carner, Jeremy Ballenger, Jessica Ostermick and Jim Bolt of CBRE brokered the deal on behalf of the seller.

Developer Westfield Co. sold the newly constructed Pecos Logistics Park.

Upon completion, the park will encompass seven buildings featuring 28- to 32-foot clear heights, shared amenity space for tenants, Union Pacific rail access, trailer parking and at least 3,000 amps of power per building. Phase I of the project, totaling 675,100 sf across four buildings, wrapped up in September. Phase II, adding 471,000 sf across three buildings, is scheduled for completion in the second quarter of this year. At closing, Phase I was 68% leased.

The park's location in a highly competitive Denver submarket, coupled with its luxury amenity package and initial leasing success, proved attractive to the buyer, Carner noted.

"Pecos Logistics Park is an irreplaceable property with one of the best locations in Denver for capitalizing on the last-mile e-commerce evolution and overall industrial expansion," Carner said. "Two-thirds of Denver's population is accessible within a 15-mile radius, and highway access is unmatched. The quality of tenants that have already committed to the project is proof of its value."

Nick Firth of J.P. Morgan Asset Management deemed the asset a welcome addition to the buyer's portfolio, saying, "Pecos Logistics Park is a modern, state-of-the-art warehouse park in a prime, supply constrained location, prized for its accessibility to Denver's growing population. We're pleased to add it to our nationwide industrial portfolio of 75.9 million square feet, including 2.8 million square feet of the best industrial space in the Denver market." ▲

January 13, 2022 ONLINE

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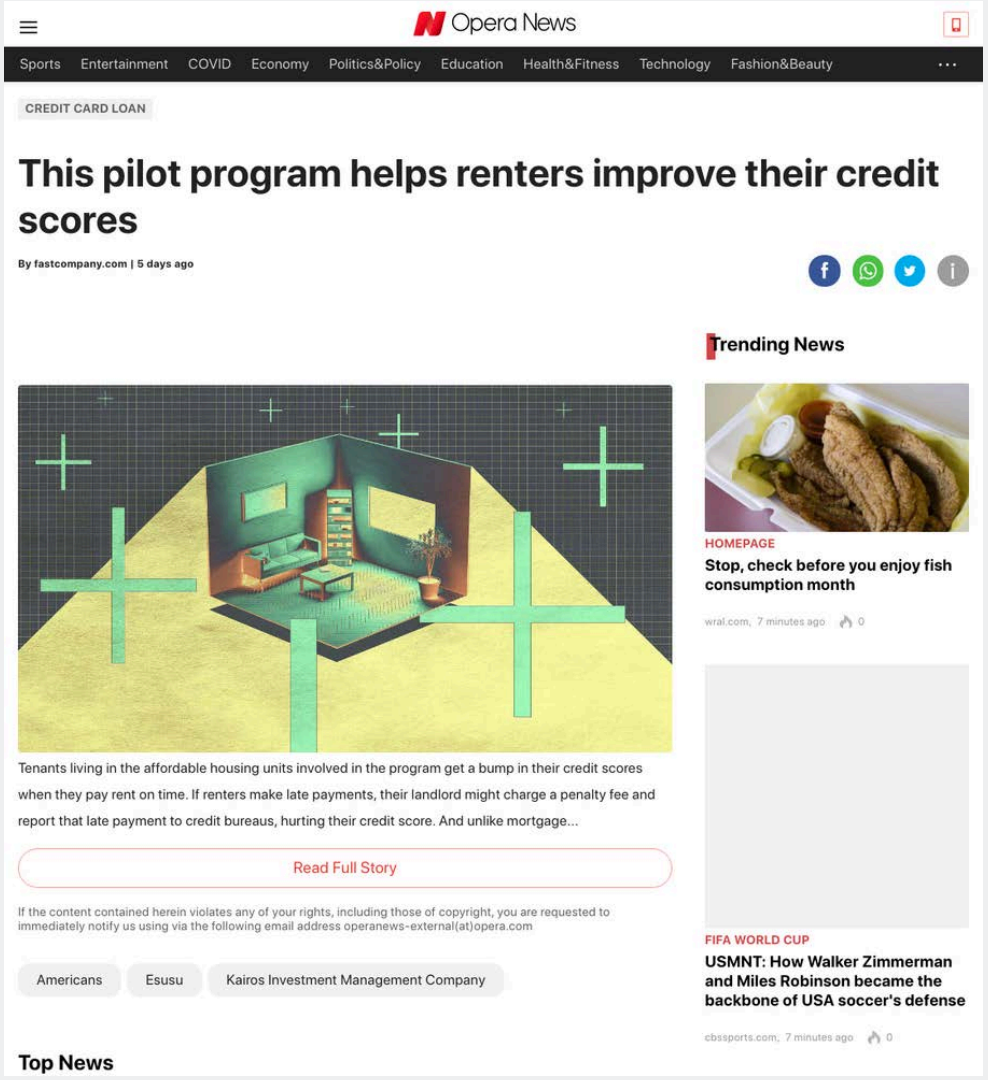

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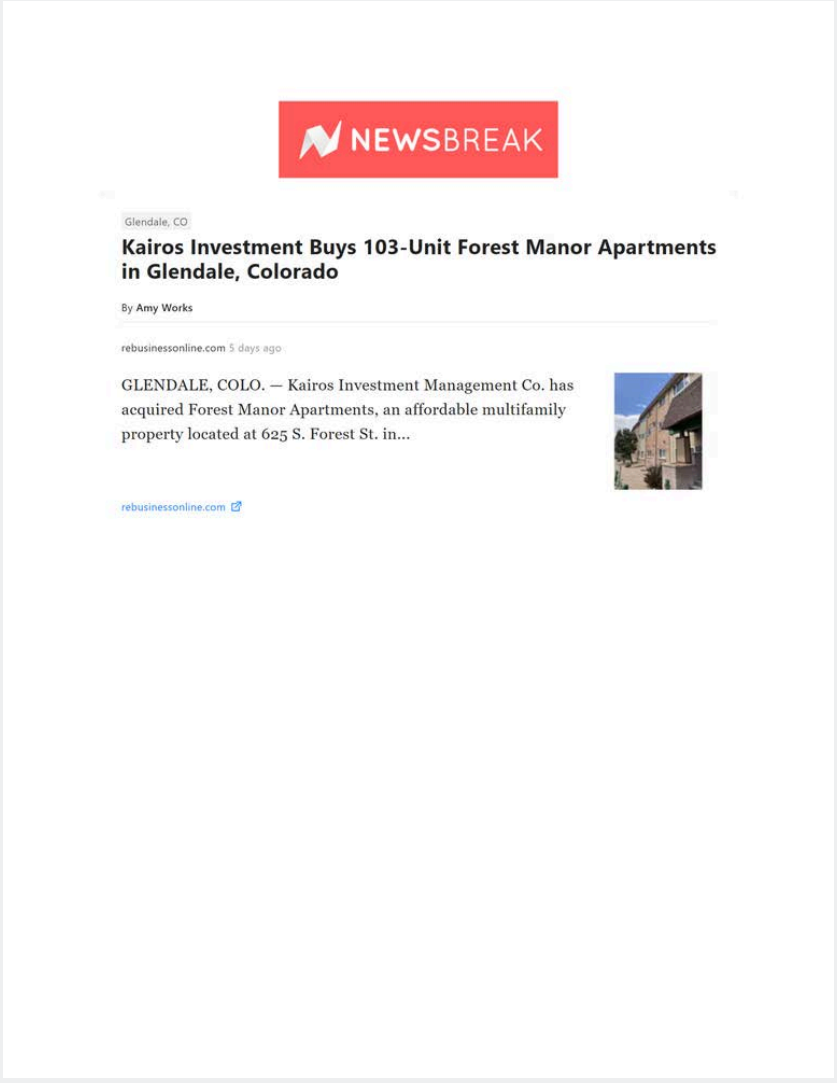

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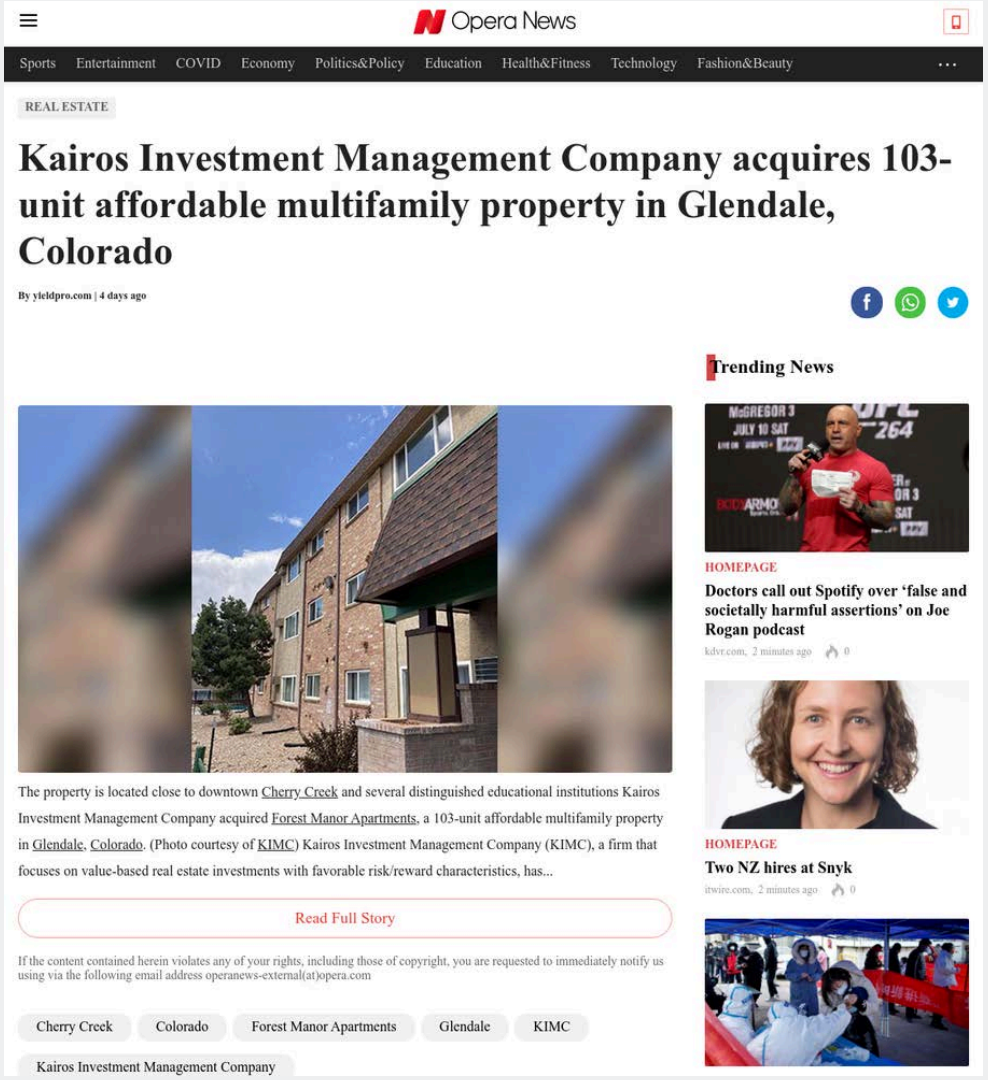

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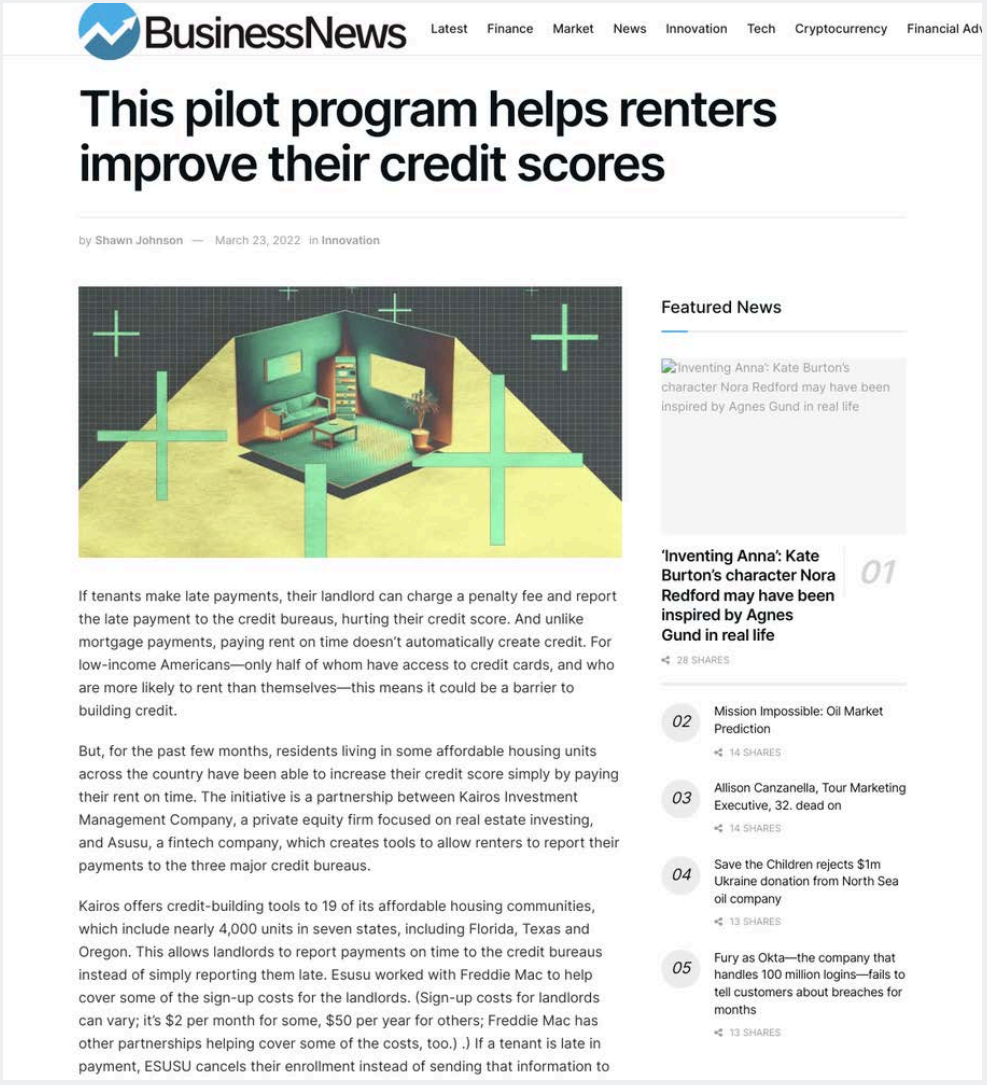

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This pilot program helps renters improve their credit scores

by Shawn Johnson — March 23, 2022 in Innovation

If tenants make late payments, their landlord can charge a penalty fee and report the late payment to the credit bureaus, hurting their credit score. And unlike mortgage payments, paying rent on time doesn't automatically create credit. For low-income Americans—only half of whom have access to credit cards, and who are more likely to rent than themselves—this means it could be a barrier to building credit.

But, for the past few months, residents living in some affordable housing units across the country have been able to increase their credit score simply by paying their rent on time. The initiative is a partnership between Kairos Investment Management Company, a private equity firm focused on real estate investing, and Asusu, a fintech company, which creates tools to allow renters to report their payments to the three major credit bureaus.

Kairos offers credit-building tools to 19 of its affordable housing communities, which include nearly 4,000 units in seven states, including Florida, Texas and Oregon. This allows landlords to report payments on time to the credit bureaus instead of simply reporting them late. Esusu worked with Freddie Mac to help cover some of the sign-up costs for the landlords. (Sign-up costs for landlords can vary; it's $2 per month for some, $50 per year for others; Freddie Mac has other partnerships helping cover some of the costs, too.) .) If a tenant is late in payment, ESUSU cancels their enrollment instead of sending that information to

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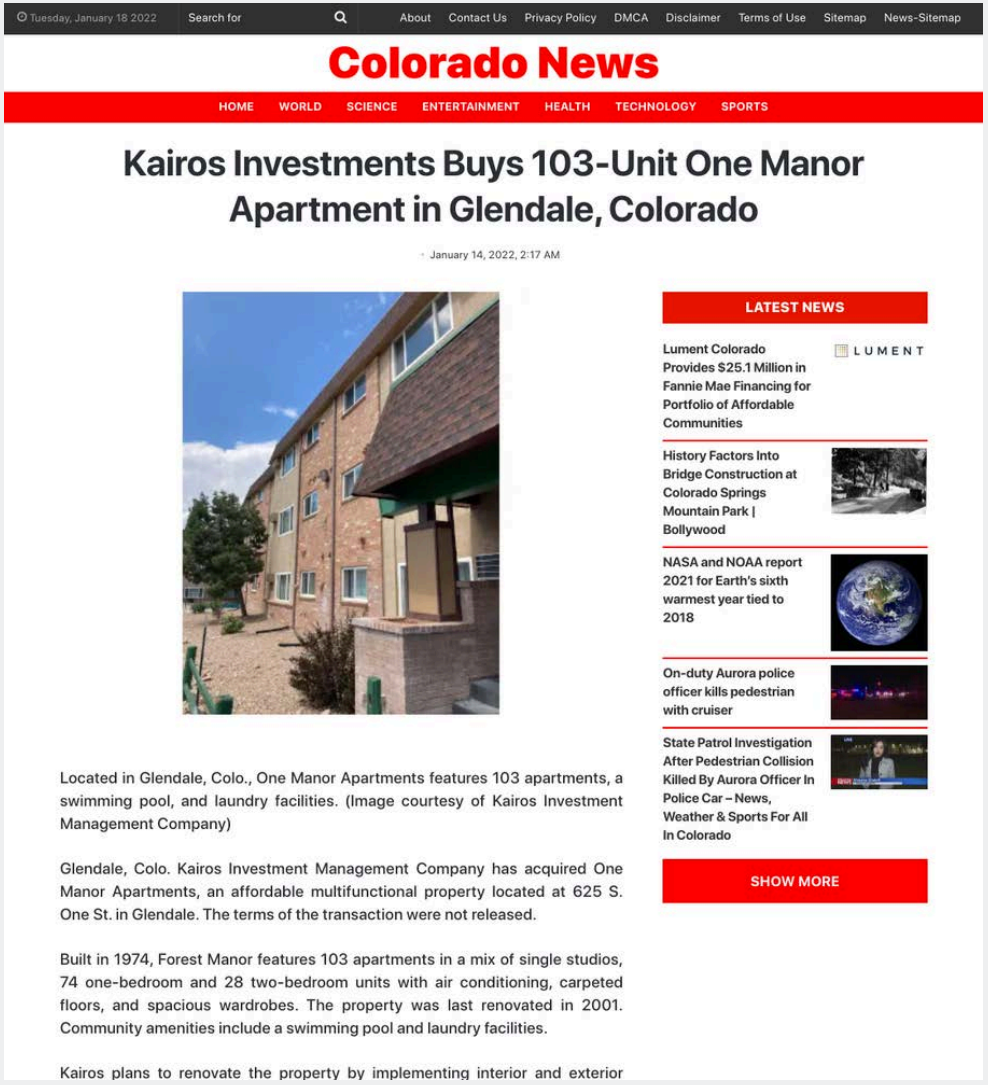

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Colorado News

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Kairos Investments Buys 103-Unit One Manor Apartment in Glendale, Colorado

January 14, 2022, 2:17 AM

Located in Glendale, Colo., One Manor Apartments features 103 apartments, a swimming pool, and laundry facilities. (Image courtesy of Kairos Investment Management Company)

Glendale, Colo. Kairos Investment Management Company has acquired One Manor Apartments, an affordable multifunctional property located at 625 S. One St. in Glendale. The terms of the transaction were not released.

Built in 1974, Forest Manor features 103 apartments in a mix of single studios, 74 one-bedroom and 28 two-bedroom units with air conditioning, carpeted floors, and spacious wardrobes. The property was last renovated in 2001. Community amenities include a swimming pool and laundry facilities.

Kairos plans to renovate the property by implementing interior and exterior

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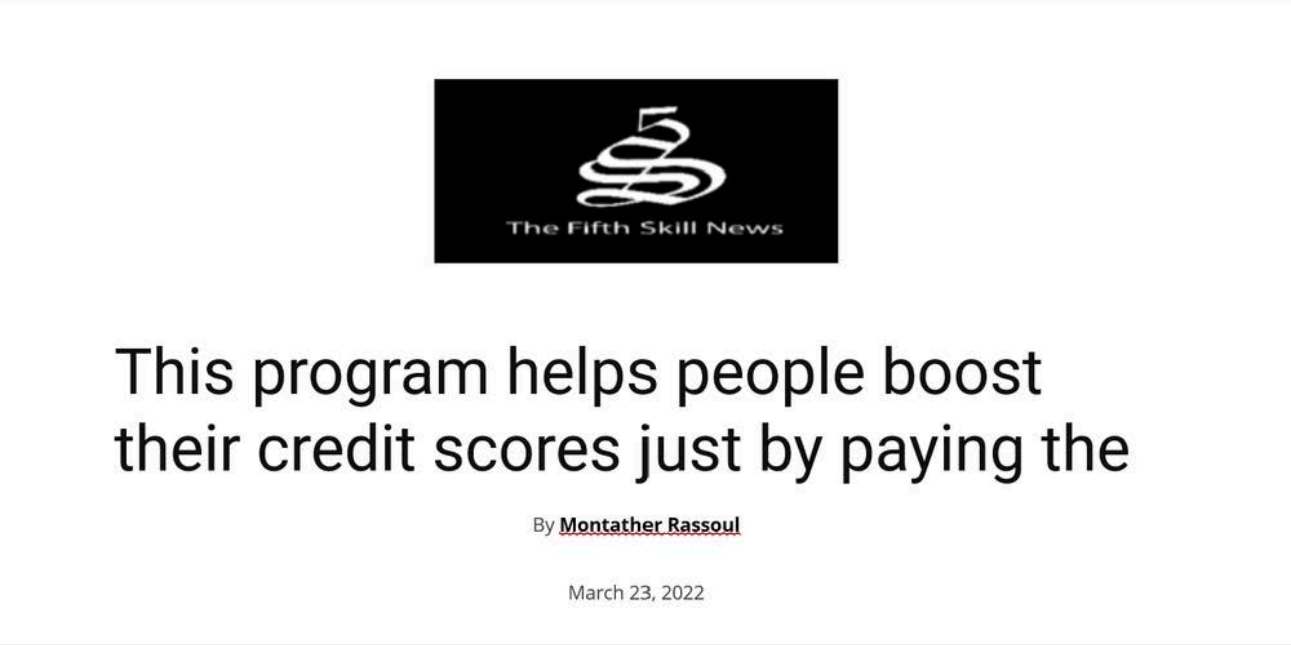

March 23, 2022 ONLINE

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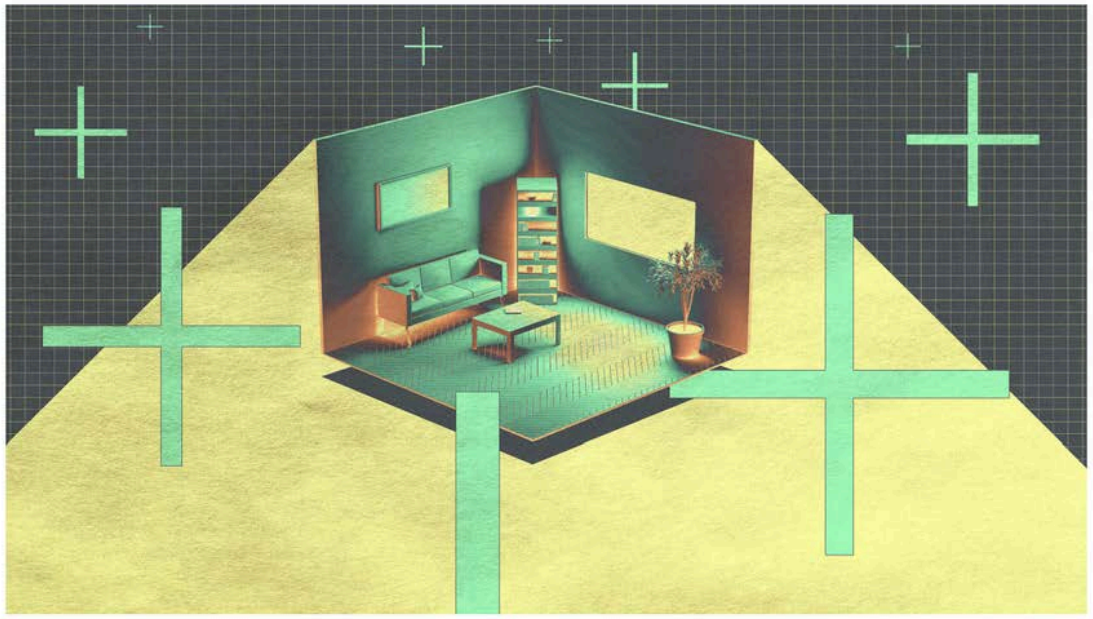
Monthly Visits



If renters make late payments, their landlord might charge a penalty fee and report that late payment to credit bureaus, hurting their credit score. And unlike mortgage payments, paying rent on time doesn't automatically build credit. For low-income Americans—only half of whom have access to a credit card, and who are more likely to rent than own—that means it can be a hurdle to build credit.

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Watch This pilot program helps people improve their credit scores just by paying their rent on time – Fast Company Latest World News Online

If renters make late payments, their landlord might charge a penalty fee and report that late payment to credit bureaus, hurting their credit score. And unlike mortgage payments, paying rent on time doesn't automatically build credit. For low-income Americans—only half of whom have access to a credit card, and who are more likely to rent than own—that means it can be a hurdle to build credit.

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March 24, 2022 ONLINE

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Monthly Visits **6.46K**

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"It's an interesting way to approach the problem, in that they're positively reporting rent payments on tenants' credit to build credit, where normally landlords only report if there's a negative result," says Jonathan Needell, president and chief investment officer at Kairos.

Esusu also tracks improvement in credit. In its first report for Kairos, Needell says that 46% of the residents who signed up to be in the rent-reporting program improved their credit score by at least one point. The highest improvement was 168 points. There's only been one report looking at one month of the program, so while data is relatively scarce, other partnerships with Esusu have found that a majority of residents enrolled in a rent-reporting program saw their credit scores increase by an average of 32 points, and that these programs helped thousands of renters who didn't have credit scores at all to establish their "financial identities." For people with poor credit—which often means paying more fees to borrow money and higher insurance premiums—low scores often mean remaining in a cycle of poverty, even when they begin to earn higher wages.

Renters have been in particularly precarious financial situations lately, amid pandemic job losses, the end of pandemic-era rent relief programs and eviction protections, and with rents hitting all-time highs across the country. As of September 2021, around 10.7 million renters remained behind on their rent. But financial struggles among renters existed before the pandemic, when renters had credit scores between 87 and 106 points lower than homeowners.

Esusu also offers a rent relief initiative, for which renters can apply for interest-free loans to help cover the cost of rent for up to two months. So far, Esusu has distributed loans of about $7,000 or six of Kairos's tenants in the first two months of offering that opportunity. The average length of that loan was only four weeks. "When people are behind, they're just a little behind," Needell said. Many people in affordable or regulated housing are service workers in hourly wage jobs, so if they miss work because they're sick, "they're down a week of pay and they just need to catch up. So it's not surprising that a small loan can go a long way to helping them."

Kairos offers other social programs, too, like free flu shots, a free lunch program for children in the summer, and free tax prep services. Kairos has also run programs with nonprofits to provide backpacks and school supplies around back-

to-school season. Needell concedes that these benefits ultimately help the management company, too—tenants may have issues paying rent around the beginning of the school year because they prioritize getting necessary items for their kids—but they can also help ease renters' financial burden.

The credit-building program with Esusu could help these tenants even when they no longer live in these units. "These are people that when they go to their next unit at their next property may benefit from having a better credit and getting into a better property. They also might get a better credit card rate because their credit score is higher. They might actually qualify for a mortgage for the first home quicker because they have better credit," Needell says. Lower-income tenants tend to have to give deposits for utilities, too, though that can be dropped, depending on the area and the company, if someone has good credit. "There's lots of benefits to having that better credit."

Watch This pilot program helps people improve their credit scores just by paying their rent on time – Click for Read Full News Story

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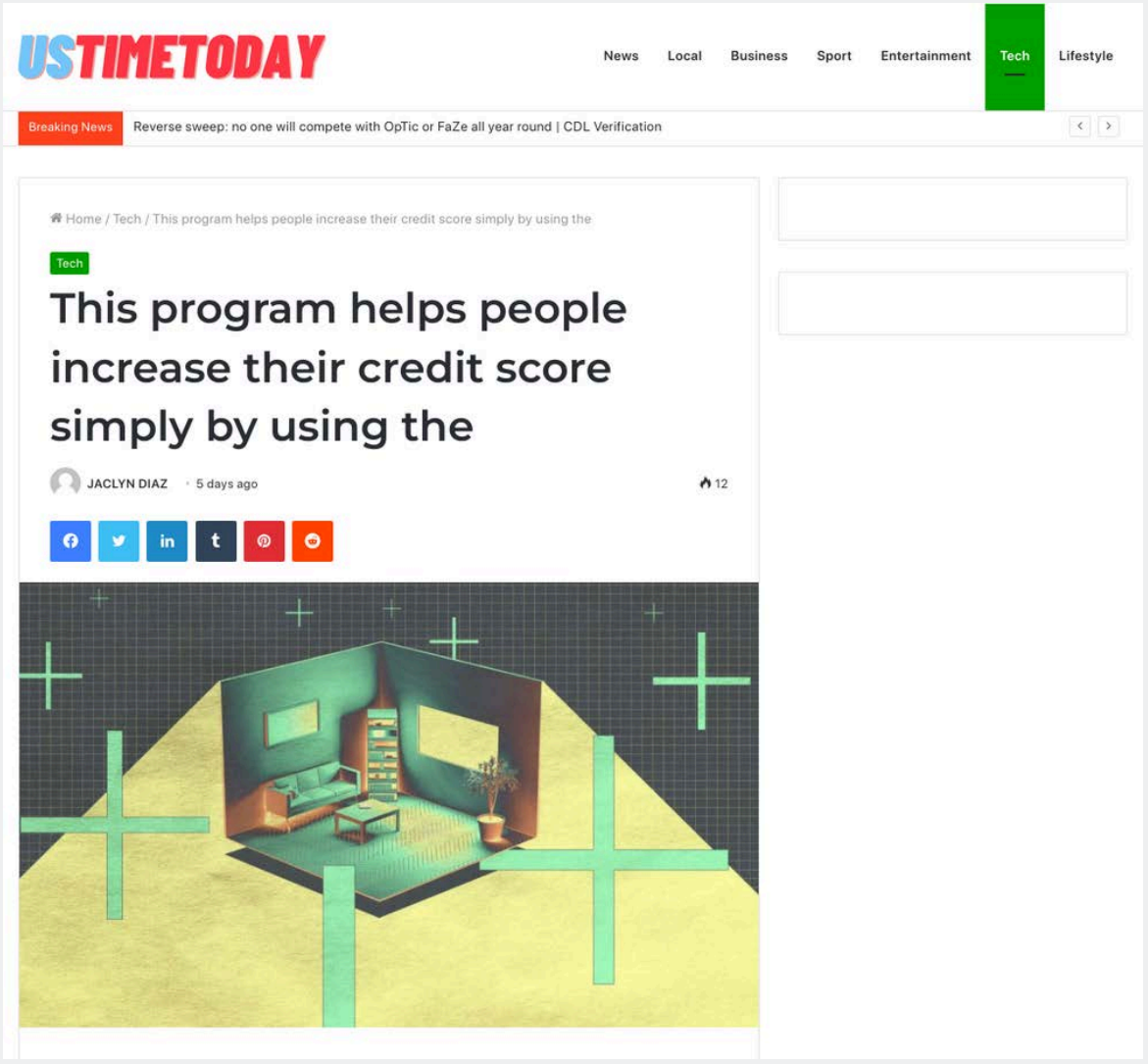

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Feb 28th, 2022

Kairos Investment Management Co. in Rancho Santa Margarita recently bought this 238-unit affordable apartment complex in Austell, Ga., for $34.6 million. (Courtesy of Kairos Investment Management)

Kairos buys apartments in Georgia for $35M

Rancho Santa Margarita-based Kairos Investment Management Co. recently acquired a 238-unit affordable apartment complex in Austell, Ga., for $34.6 million.

The 32-year-old Walton Crossing community sits on 20 acres and is about 15 miles from downtown Atlanta. Kairos said most of the units are income and rent-restricted to 60% of the area's median income.

February 28, 2022 ONLINE

Vigour Times (10-01330)

vigourtimes.com/8-los-alamitos-apartmen...

Monthly Visits **19K**

Monthly Visits

"We have seen the demand for high-quality, affordable housing outpace available supply throughout the country, especially in markets that attract renters due to job availability and lifestyle," says Carl Chang, CEO and founder of Kairos. "As a company that actively takes a proactive approach to asset management, our team is adept at identifying properties that can benefit from our value-add strategy and enhance the lifestyle of present and future renters."

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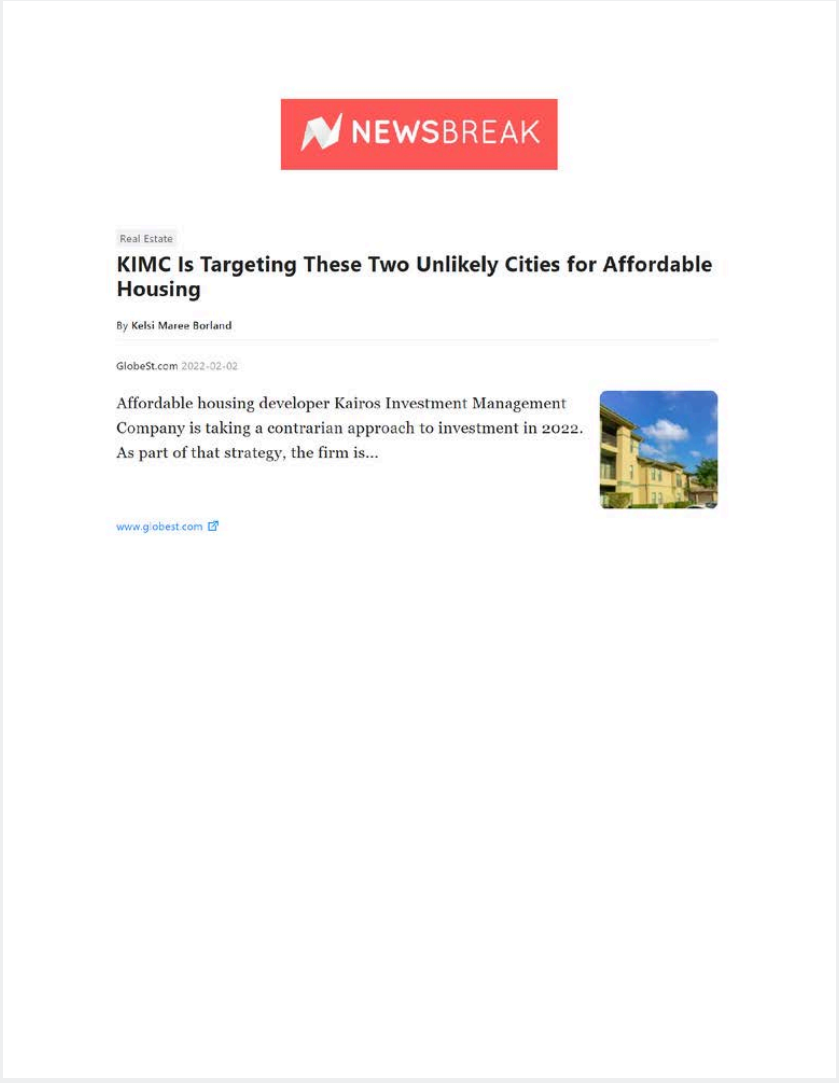

February 02, 2022 ONLINE

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Crain's Chicago Business

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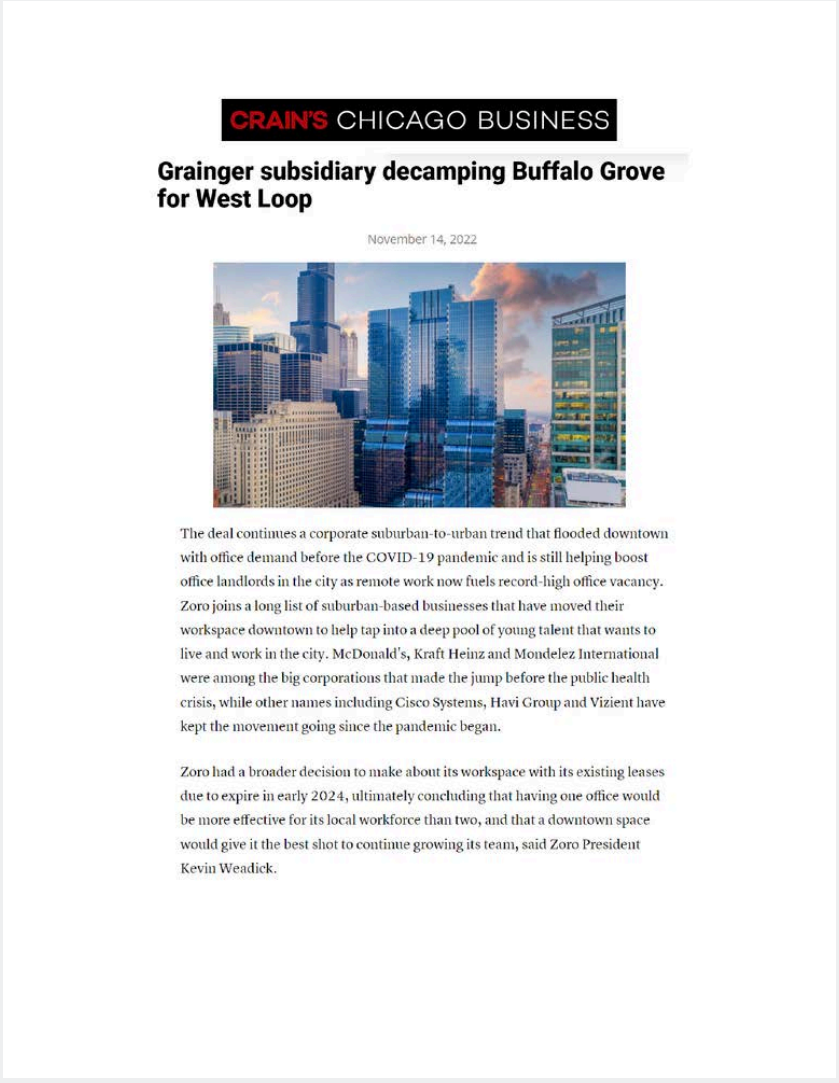

CRAIN'S CHICAGO BUSINESS

Grainger subsidiary decamping Buffalo Grove for West Loop

November 14, 2022

The deal continues a corporate suburban-to-urban trend that flooded downtown with office demand before the COVID-19 pandemic and is still helping boost office landlords in the city as remote work now fuels record-high office vacancy. Zoro joins a long list of suburban-based businesses that have moved their workspace downtown to help tap into a deep pool of young talent that wants to live and work in the city. McDonald's, Kraft Heinz and Mondelez International were among the big corporations that made the jump before the public health crisis, while other names including Cisco Systems, Havi Group and Vizient have kept the movement going since the pandemic began.

Zoro had a broader decision to make about its workspace with its existing leases due to expire in early 2024, ultimately concluding that having one office would be more effective for its local workforce than two, and that a downtown space would give it the best shot to continue growing its team, said Zoro President Kevin Weadick.

November 14, 2022 ONLINE

Crain's Chicago Business (56-000)

chicagobusiness.com/commercial-real-es...

Monthly Visits **409K**

Monthly Visits

Los Angeles Business Journal

January 03, 2023 ONLINE

Los Angeles Business Journal (61-02450)

labusinessjournal.pressreader.com/los-an...

Monthly Visits **160K**

Monthly Visits

Development: BLT's New Leader Seeks Continuity

Continued from page 1

"Serving as chief development and legal officer at BLT since 2009, Rob continues to be a driving force in we navigate this new chapter," BLT Enterprises Co-Founder **Dan Rosenthal** said in a statement. "This promotion is well deserved."

Solomon has more than 30 years of experience as a commercial real estate law and transactional attorney and expertise encompassing all aspects of acquisitions, dispositions, lease negotiations, financing and development. As president, Solomon will lead BLT in furthering its real estate investment initiatives.

Big buys

Recent acquisitions made by BLT include seven properties located throughout Southern California — five in Los Angeles County, one in Orange County and one in San Diego which were purchased over the summer.

In Los Angeles, the company spent $27.4 million on a 49,307-square-foot office building at 621 Hawaii St. in El Segundo, which is fully leased to **Nexon America**, the U.S. branch of South Korea's largest video game developer.

BLT also gained four last-mile distribution facilities that were acquired in a sale-leaseback transaction from a high-profile, internationally recognized food and beverage company with whom BLT maintains a long-standing business relationship.

The company has also delved into the competitive soundstages space.

"With our entry into Hollywood five years ago, we own and operate soundstages in Hollywood," Solomon said regarding BLT Studios, located in-between Cahuenga Boulevard and Vine Street.

The firm has recently completed its largest disposition to date, the sale of Television Center — a 200,000-square-foot creative campus located at 6311 Romaine St. in Hollywood for $135 million. New owners **Bardas Investment Group** and **Ruin Capital Real Estate** will be investing $600 million to redevelop it into a 620,000-square-foot facility, which will be rebranded as Echelon Television Center.

Smooth transition

Solomon has been able to make a smooth transition at the company from chief development and legal officer to president.

"I've worked with Bernie from 1998," Solomon said. "From my personal perspective, it (his death) was difficult because he was my mentor and friend. It was hard. From a business perspective, Bernie and his founding partner Dan Rosenthal over many years have created an organization that was set up to be multi-generational with great leaders. Our team here is fantastic. It was uncomfortable at first. We can never replace Bernie, but his legacy lives on."

Two of Huberman's children are leaders within the firm — **Nikolette Huberman Jacob**, manager of real estate investment and director of corporate philanthropy, and **Lukas Huberman**, director of acquisitions. Both have been promoted to vice president.

The company's approach will not change dramatically under Solomon's leadership, and he considers BLT's investment strategy "simple and boring."

"We have a long-term perspective for our investment," Solomon said. "We're both in the real estate business where we're primarily focused on Southern California real estate and we're also in the waste recycling industry. (In terms of real estate), we are primarily focused on industrial. We like to be in coastal California near transportation corridors. Our DNA comes from long-term investment in our customers."

A good example of BLT's intentions is the Nexon property in El Segundo.

"The developer we bought that property from did a fantastic job of repositioning that site and turning it into the headquarters for Nexon," Solomon said. "For us, it's a long-term acquisition and hold."

BLT has also been active in the creative office conversion space.

"We started investing in creative office conversions about 10 years ago," Solomon said. "We've seen the convergence of entertainment, technology and media in Southern California."

The company's most recent conversion is in Santa Monica, where it changed a property at 1601 Olympic Blvd. from a warehouse to office space and then leased the 16,500-square-foot space to **BMW of North America Inc.** design subsidiary Designworks, which moved in a month ago. Designworks has committed to a decade at the site.

THOMAS WASPER

In charge: BLT Enterprises President Robert Soloman in his Santa Monica office.

Industrial strength

The company's industrial holdings are a natural extension of BLT's original business of transfer stations and recycling facilities.

"Bernie and Dan were pioneers," Solomon said. "Bernie started the business driving a trash truck. They were on the floor picking recyclable materials out of the trash. That logistics is in our DNA and has made us really good as investors and developers of last-mile facilities."

Over the years the company has developed and run seven trash transfer facilities. The first was in 1987 in downtown Los Angeles. It was the largest West Coast transfer station ever built at the time. Today, the company runs one facility, in Fremont.

In 1996, the company began developing its commercial portfolio of mostly industrial properties.

BLT began heavily investing in the industrial sector in the early 1990s," Solomon said. "As the transfer station infrastructure in California grew to be increasingly built out, we identified opportunities to sell portions of our portfolio and tactically deploy capital into the industrial market."

Moving forward, Solomon said BLT will continue down its current path of investing in the industrial sector, in creative office conversions and studio soundstages.

BLT ENTERPRISES

HEADQUARTERS: Santa Monica

YEAR FOUNDED: 1984

BUSINESS: Real estate development firm

PRESIDENT: Robert Solomon

EMPLOYEES: 100

NOTABLE: The firm spent $150 million on seven office industrial properties — five in L.A. County, one in Orange County and one in San Diego — last year.

LOS ANGELES BUSINESS JOURNAL.

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Los Angeles Business Journal

LOS ANGELES BUSINESS JOURNAL

2023 CFO Finalists

September 25, 2023

PRIVATE COMPANY CFO OF THE YEAR (GROWING COMPANY)

MICHEL BERREITTER
Chief Financial Officer
BLT Enterprises

Michel Berreitter is chief financial officer at BLT Enterprises, a multi-faceted real estate development and investment company. Since joining BLT in 2012, Berreitter has played a significant role in the firm's growth over the past decade. Through his collaborative approach and partnership with fellow members of the leadership team, he has cultivated a vision for the firm which has allowed it to make significant advances.

Leveraging his strategic influence, financial acumen, and real estate expertise, Berreitter has led BLT in tactical expansion and more than doubled the value of the firm's total investment in commercial real estate. In fact, BLT recently completed its largest disposition to date, the sale of Television Center — a 200,000-square-foot creative campus located in the heart of the Hollywood submarket of Los Angeles. Under Berreitter's guidance, BLT strategically acquired seven industrial and creative SoCal office properties for a total of $130 million.

September 25, 2023 ONLINE

Los Angeles Business Journal (61-022)

labusinessjournal.com/business-journal-e...

Monthly Visits **202K**

Monthly Visits

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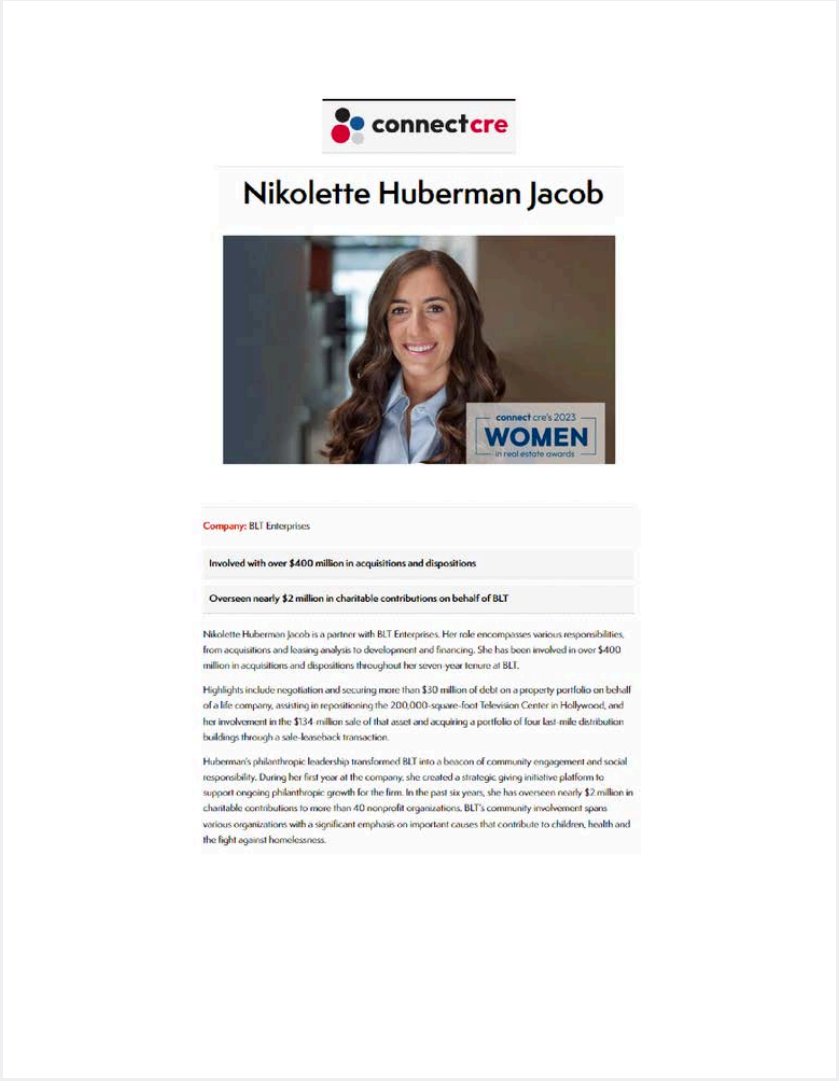


connectcre

Nikolette Huberman Jacob

Company: BLT Enterprises

Involved with over $400 million in acquisitions and dispositions

Overseen nearly $2 million in charitable contributions on behalf of BLT

Nikolette Huberman Jacob is a partner with BLT Enterprises. Her role encompasses various responsibilities, from acquisitions and leasing analysis to development and financing. She has been involved in over $400 million in acquisitions and dispositions throughout her seven-year tenure at BLT.

Highlights include negotiation and securing more than $30 million of debt on a property portfolio on behalf of a life company, assisting in repositioning the 200,000-square-foot Television Center in Hollywood, and her involvement in the $134 million sale of that asset and acquiring a portfolio of four last-mile distribution buildings through a sale-leaseback transaction.

Huberman's philanthropic leadership transformed BLT into a beacon of community engagement and social responsibility. During her first year at the company, she created a strategic giving initiative platform to support ongoing philanthropic growth for the firm. In the past six years, she has overseen nearly $2 million in charitable contributions to more than 40 nonprofit organizations. BLT's community involvement spans various organizations with a significant emphasis on important causes that contribute to children, health and the fight against homelessness.

October 24, 2023 ONLINE

Connect CRE (61-0173)

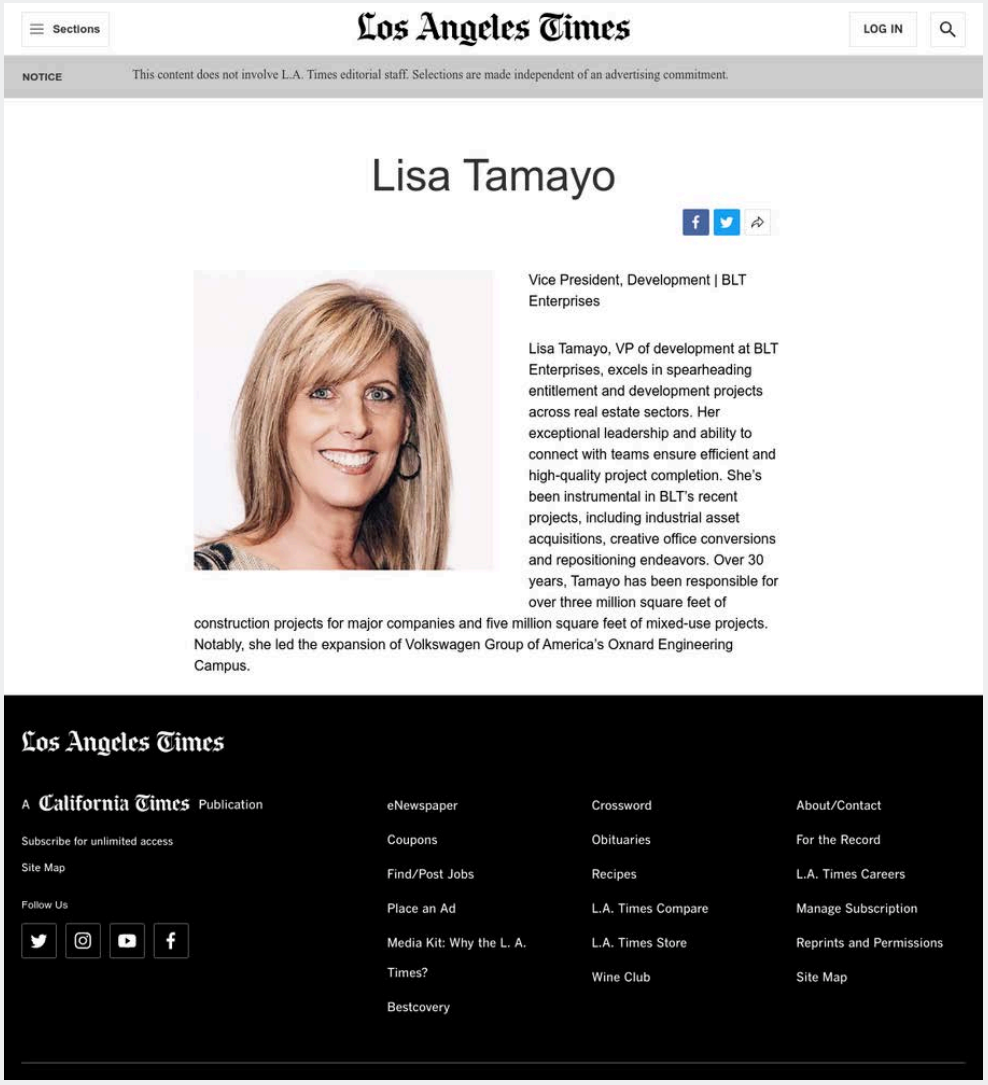
connectcre.com/awards/2023-women-in-...

Monthly Visits **49.9K**

Monthly Visits

Los Angeles Times

The L.A. Times is a leading source of breaking news, entertainment, sports, politics, and more for Southern California and the world.



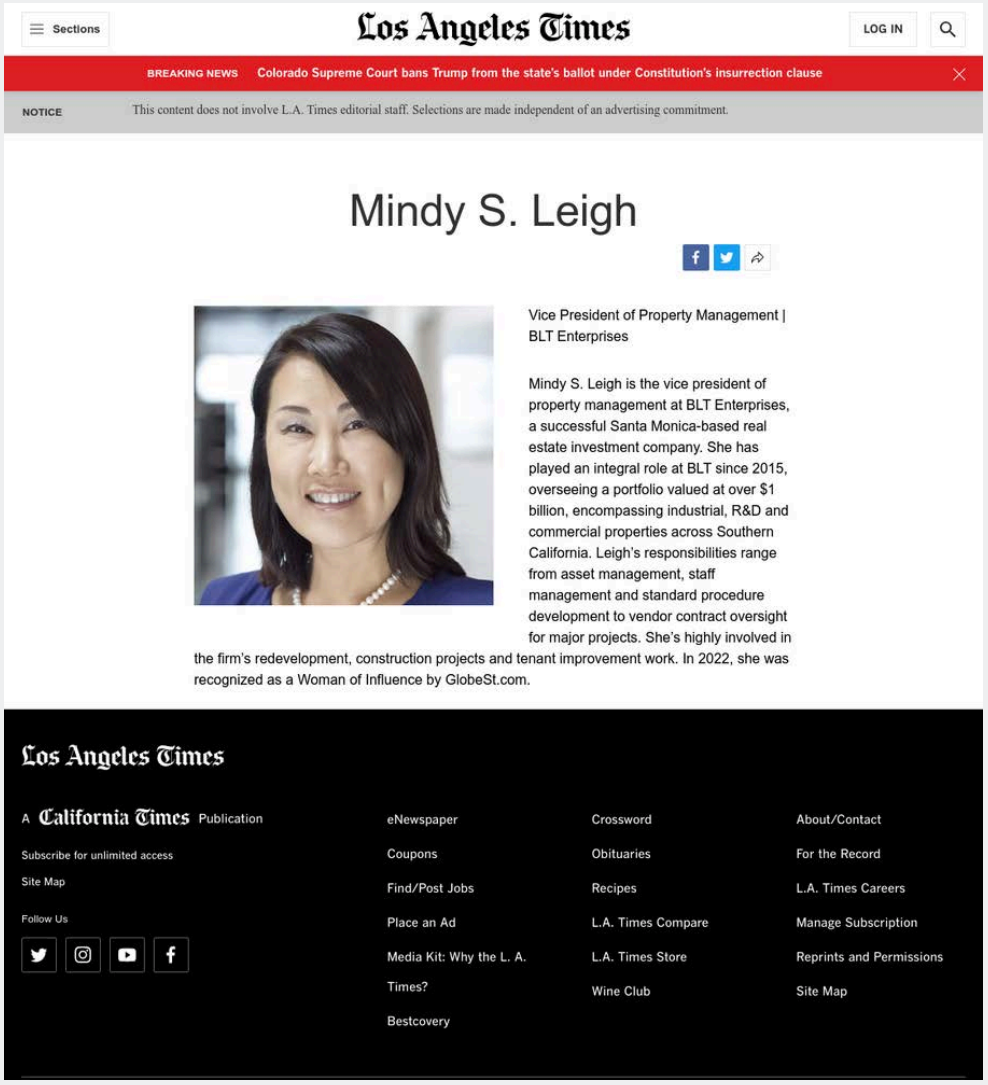
ONLINE

Lisa Tamayo

latimes.com/inspirationalwomen/lisa-tama...

Los Angeles Times

The L.A. Times is a leading source of breaking news, entertainment, sports, politics, and more for Southern California and the world.

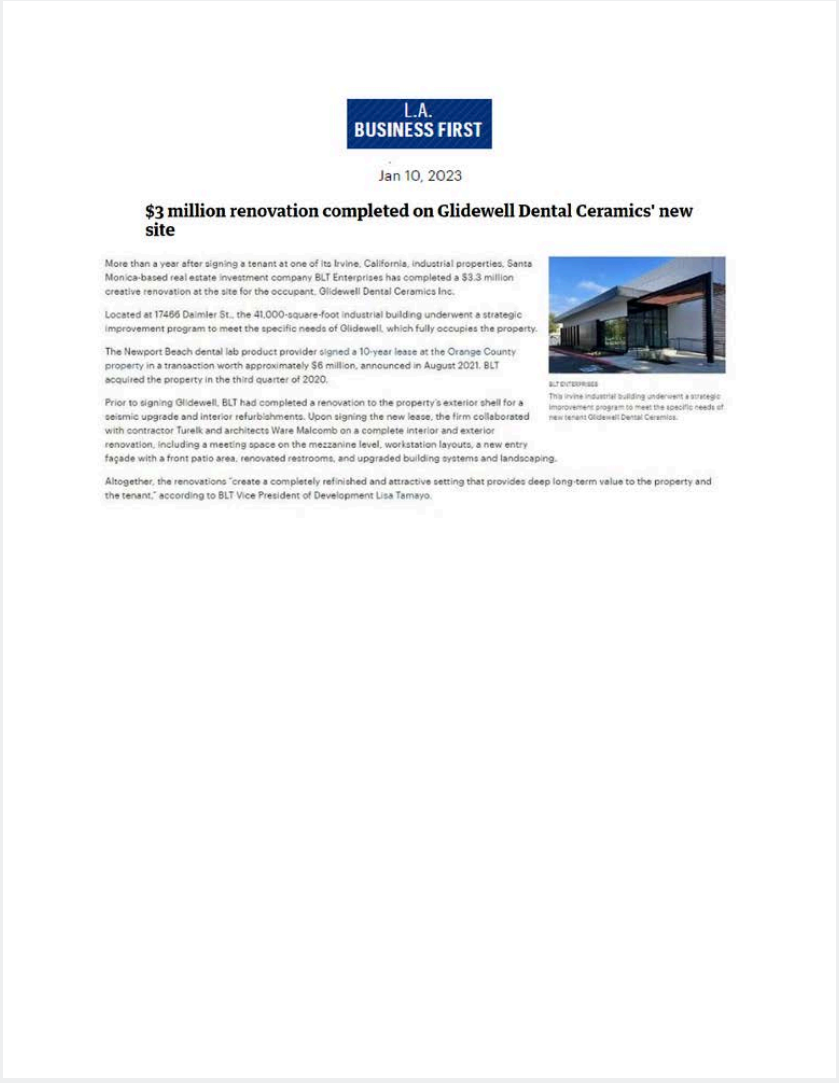


ONLINE

Mindy S. Leigh

latimes.com/inspirationalwomen/mindy-s-...

L.A. Business First



L.A. BUSINESS FIRST

Jan 10, 2023

$3 million renovation completed on Glidewell Dental Ceramics' new site

More than a year after signing a tenant at one of its Irvine, California, industrial properties, Santa Monica-based real estate investment company BLT Enterprises has completed a $3.3 million creative renovation at the site for the occupant, Glidewell Dental Ceramics Inc.

Located at 17466 Daimler St., the 41,000-square-foot industrial building underwent a strategic improvement program to meet the specific needs of Glidewell, which fully occupies the property.

The Newport Beach dental lab product provider signed a 10-year lease at the Orange County property in a transaction worth approximately $6 million, announced in August 2021. BLT acquired the property in the third quarter of 2020.

BLT ENTERPRISES

This Irvine industrial building underwent a strategic improvement program to meet the specific needs of new tenant Glidewell Dental Ceramics.

Prior to signing Glidewell, BLT had completed a renovation to the property's exterior shell for a seismic upgrade and interior refurbishments. Upon signing the new lease, the firm collaborated with contractor Turelk and architects Ware Malcomb on a complete interior and exterior renovation, including a meeting space on the mezzanine level, workstation layouts, a new entry façade with a front patio area, renovated restrooms, and upgraded building systems and landscaping.

Altogether, the renovations "create a completely refinished and attractive setting that provides deep long-term value to the property and the tenant," according to BLT Vice President of Development Lisa Tamayo.

January 10, 2023 ONLINE

L.A. Business First (61-02451)

bizjournals.com/losangeles/news/2023/0...

Monthly Visits **2.54M**

Monthly Visits

Los Angeles Times

The L.A. Times is a leading source of breaking news, entertainment, sports, politics, and more for Southern California and the world.

ONLINE

Inspirational Women – Trends, Updates and the 2023 Forum...

latimes.com/inspirationalwomen

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Los Angeles Times

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TRENDS AND UPDATES

In the Spirit of the National Women's Business Ownership Act, Women Continue to Advocate for Advancement

This October, the National Association of Women Business Owners (NAWBO) celebrated the 35th anniversary of the historic passage of H.R. 5050, The Women's Business Ownership Act.

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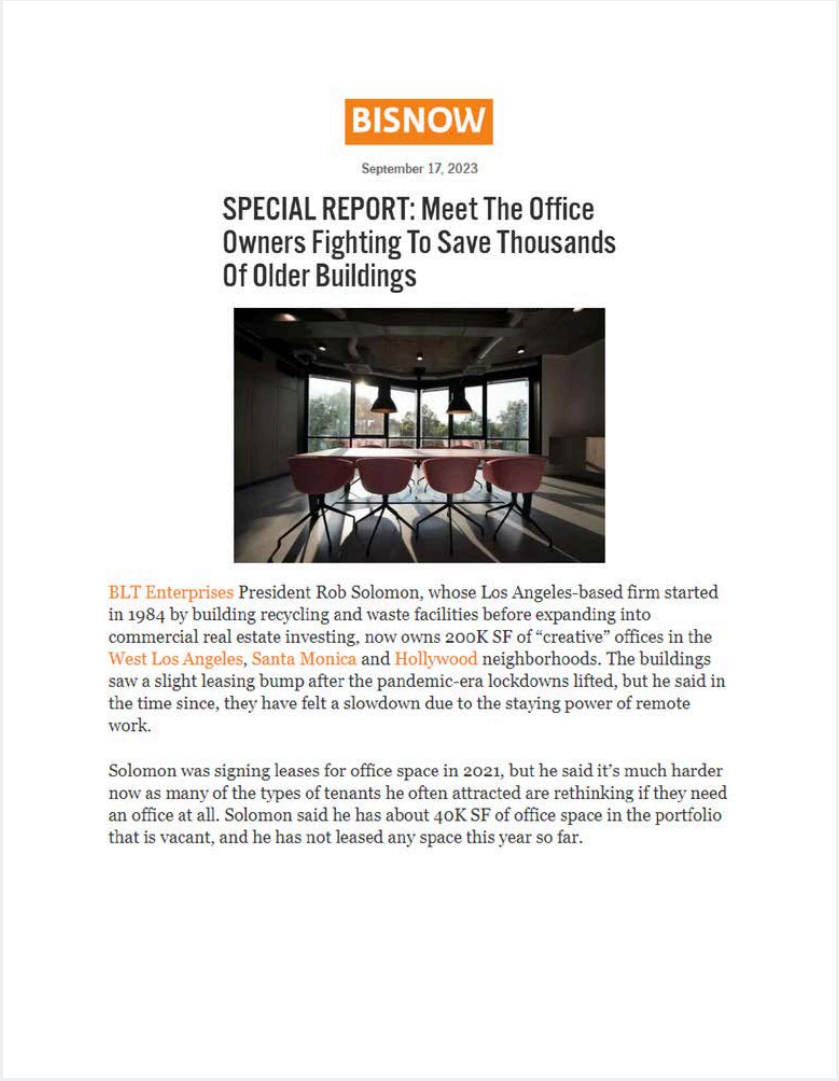


BISNOW

September 17, 2023

SPECIAL REPORT: Meet The Office Owners Fighting To Save Thousands Of Older Buildings

BLT Enterprises President Rob Solomon, whose Los Angeles-based firm started in 1984 by building recycling and waste facilities before expanding into commercial real estate investing, now owns 200K SF of "creative" offices in the West Los Angeles, Santa Monica and Hollywood neighborhoods. The buildings saw a slight leasing bump after the pandemic-era lockdowns lifted, but he said in the time since, they have felt a slowdown due to the staying power of remote work.

Solomon was signing leases for office space in 2021, but he said it's much harder now as many of the types of tenants he often attracted are rethinking if they need an office at all. Solomon said he has about 40K SF of office space in the portfolio that is vacant, and he has not leased any space this year so far.

September 14, 2023 ONLINE

Bisnow (61-0148)

bisnow.com/national/news/office/old-buil...

Monthly Visits **485K**

Monthly Visits

Los Angeles Times: B&B

Digital Revenue Solutions for Media Companies

Los Angeles Times
B&B

SUN, 17-DEC

INSPIRATIONAL WOMEN

Mindy S. Leigh

Rate it

Mindy S. Leigh

Vice President of Property Management | BLT Enterprises

Mindy S. Leigh is the vice president of property management at BLT Enterprises, a successful Santa Monica-based real estate investment company. She has played an integral role at BLT since 2015, overseeing a portfolio valued at over $1 billion, encompassing industrial, R&D and commercial properties across Southern California. Leigh's responsibilities range from asset management, staff management and standard procedure development to vendor contract oversight for major projects. She's highly involved in the firm's redevelopment, construction projects and tenant improvement work. In 2022, she was recognized as a Woman of Influence by GlobeSt.com.

December 17, 2023 ONLINE

LA Times (61-070)

npaper2.com/business--visionaries/2023/...

Monthly Visits **3.5K**

Monthly Visits

December 11, 2023 ONLINE

Los Angeles Business Journal (61-0196)

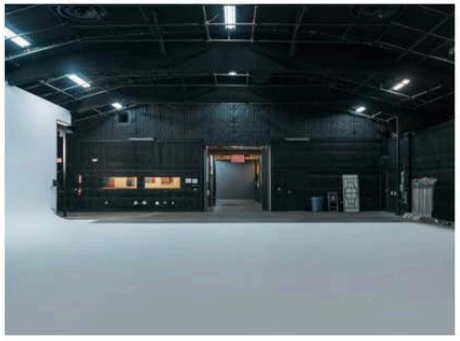
labusinessjournal.com/featured/stage-ow...

Monthly Visits **108K**

Monthly Visits

LOS ANGELES BUSINESS JOURNAL
THE COMMUNITY OF BUSINESS™
DECEMBER 11, 2023

Stage Owners See Interest Rise



"I think the strike impacted the greater Southern California economy and showed us how important entertainment is to Southern California and that we, as a local community and as a state, need to be doing everything possible to retain production in California," **Rob Solomon**, president of BLT Enterprises, said.

Los Angeles Times: B&B

Digital Revenue Solutions for Media Companies

Los Angeles Times
B&B

SUN, 17-DEC

INSPIRATIONAL WOMEN

Lisa Tamayo

Rate it

Lisa Tamayo

Vice President, Development | BLT Enterprises

Lisa Tamayo, VP of development at BLT Enterprises, excels in spearheading entitlement and development projects across real estate sectors. Her exceptional leadership and ability to connect with teams ensure efficient and high-quality project completion. She's been instrumental in BLT's recent projects, including industrial asset acquisitions, creative office conversions and repositioning endeavors. Over 30 years, Tamayo has been responsible for over three million square feet of construction projects for major companies and five million square feet of mixed-use projects. Notably, she led the expansion of Volkswagen Group of America's Oxnard Engineering Campus.

December 17, 2023 ONLINE

LA Times (61-066)

npaper2.com/business--visionaries/2023/...

Monthly Visits **3.5K**

Monthly Visits

INSPIRATIONAL WOMEN AWARD NOMINEES
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Erika A. Silverman
Erin Ashley Simon
Gary Singleton
Christine Sun
Amanda Spangler
Johnese Spisso
Nicola Staples
Laura Simms
Desiree L. Talley
Elsa Tamaro
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INSPIRATIONAL WOMEN
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Cary Singleton
The Singleton Foundation for Financial Literacy and Entrepreneurship
Co-Founder
The Singleton Foundation would like to congratulate
CARY SINGLETON
on her 2023 Inspirational Women Nomination
for her vision and tireless work making entrepreneurship and financial competence engaging and accessible for all.
SINGLETON FOUNDATION

RENTV

Rentv.com provides commercial real estate news about office, industrial, retail and multifamily properties, sales, leases, developments, property management, financings...

11/06/23

BLT Enterprises Finishes Renovations at Hollywood Soundstage Property

BLT Enterprises has completed a $1 mil renovation of BLT Studios, its wholly-owned and operated film studio and soundstage property located at 6309 Eleanor Ave in Hollywood. The renovations included interior, exterior, and HVAC upgrades to improve the functionality and aesthetics of the studio spaces for BLT Studios clients.

The original building at BLT Studios, which houses the 9.5k sf Stage Two, was built in the 1920's. Stage Three was built in the 1940's and is the smallest of the three stages at 4.8k sf. The largest soundstage, Stage One, is 10.9k sf, and was built around 1980. The remainder of the property's space includes hair/makeup stations, production company suites, offices, and private rooms for celebrities and talent. In addition to the three soundstages, BLT Studios offers a full complement of services that a client might require during production including equipment rentals, lighting, catering, security, and parking.

November 06, 2023 ONLINE

RENTV (61-090)

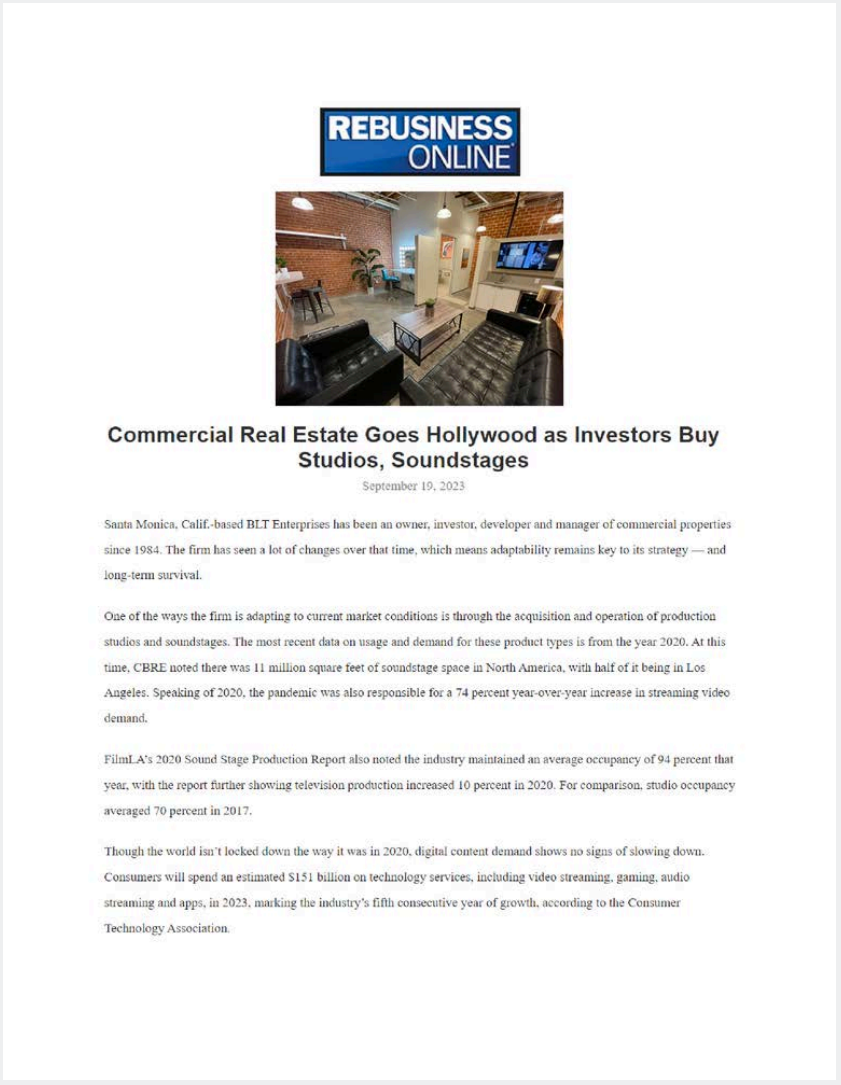
rentv.com/content/southerncalifornia/mai...

Monthly Visits **10.4K**

Monthly Visits

REBusiness Online

REBusinessOnline delivers commercial real estate news to you daily. Covering industrial, multifamily, office, retail real estate and more.



REBUSINESS ONLINE

Commercial Real Estate Goes Hollywood as Investors Buy Studios, Soundstages

September 19, 2023

Santa Monica, Calif.-based BLT Enterprises has been an owner, investor, developer and manager of commercial properties since 1984. The firm has seen a lot of changes over that time, which means adaptability remains key to its strategy — and long-term survival.

One of the ways the firm is adapting to current market conditions is through the acquisition and operation of production studios and soundstages. The most recent data on usage and demand for these product types is from the year 2020. At this time, CBRE noted there was 11 million square feet of soundstage space in North America, with half of it being in Los Angeles. Speaking of 2020, the pandemic was also responsible for a 74 percent year-over-year increase in streaming video demand.

FilmLA's 2020 Sound Stage Production Report also noted the industry maintained an average occupancy of 94 percent that year, with the report further showing television production increased 10 percent in 2020. For comparison, studio occupancy averaged 70 percent in 2017.

Though the world isn't locked down the way it was in 2020, digital content demand shows no signs of slowing down. Consumers will spend an estimated $151 billion on technology services, including video streaming, gaming, audio streaming and apps, in 2023, marking the industry's fifth consecutive year of growth, according to the Consumer Technology Association.

September 19, 2023 ONLINE

REBusiness Online (61-092)

rebusinessonline.com/commercial-real-es...

Monthly Visits **69.5K**

Monthly Visits

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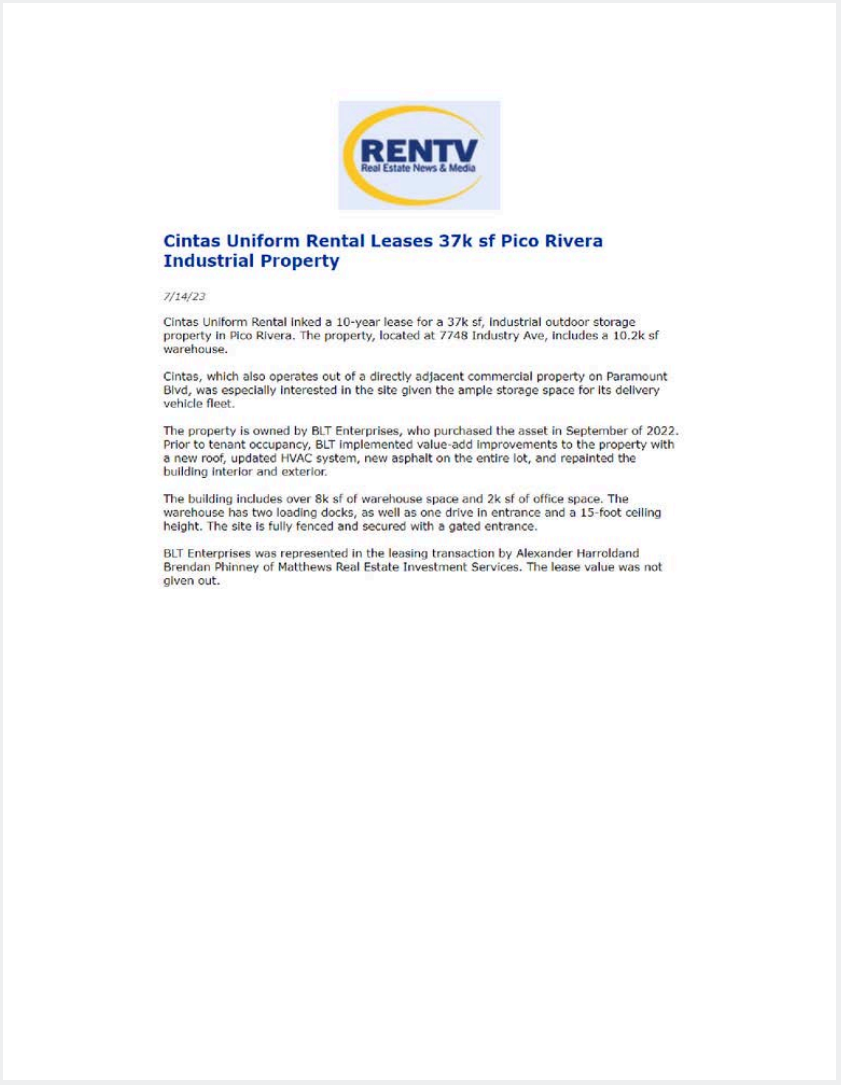


Cintas Uniform Rental Leases 37k sf Pico Rivera Industrial Property

7/14/23

Cintas Uniform Rental inked a 10-year lease for a 37k sf, industrial outdoor storage property in Pico Rivera. The property, located at 7748 Industry Ave, includes a 10.2k sf warehouse.

Cintas, which also operates out of a directly adjacent commercial property on Paramount Blvd, was especially interested in the site given the ample storage space for its delivery vehicle fleet.

The property is owned by BLT Enterprises, who purchased the asset in September of 2022. Prior to tenant occupancy, BLT implemented value-add improvements to the property with a new roof, updated HVAC system, new asphalt on the entire lot, and repainted the building interior and exterior.

The building includes over 8k sf of warehouse space and 2k sf of office space. The warehouse has two loading docks, as well as one drive in entrance and a 15-foot ceiling height. The site is fully fenced and secured with a gated entrance.

BLT Enterprises was represented in the leasing transaction by Alexander Harroldand Brendan Phinney of Matthews Real Estate Investment Services. The lease value was not given out.

September 14, 2023 ONLINE

RENTV (61-06)

rentv.com/content/southerncalifornia/mai...

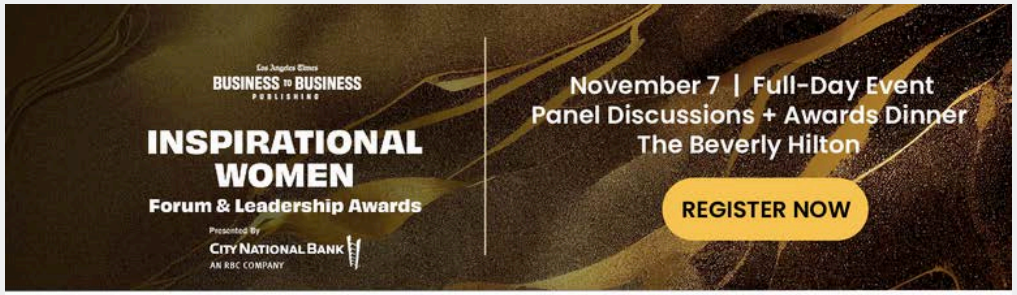
Monthly Visits **10.4K**

Monthly Visits

LA Times B2B Publishing

September 01, 2023 OTHER

LA Times B2B Publishing (61-070)



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Mindy S. Leigh
BLT Enterprises

Marissa Arielle Lepor
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Western Real Estate Business

CRE GOES HOLLYWOOD

Social media and streaming services have catapulted into the spotlight since COVID. Now, commercial real estate investors are getting in on the action by acquiring studios and soundstages, but these ventures are not simply passive investments.

By Nellie Day

Santa Monica, Calif.-based BLT Enterprises has been an owner, investor, developer and manager of commercial properties since 1984. The firm has seen a lot of changes over that time, which means adaptability remains key to its strategy — and long-term survival.

One of the ways the firm is adapting to current market conditions is through the acquisition and operation of production studios and soundstages. The most recent data on usage and demand for these product types is from the year 2020. At this time, CBRE noted there was 11 million square feet of soundstage space in North America, with half of it being in Los Angeles. Speaking of 2020, the pandemic was also responsible for a 74 percent year-over-year increase in streaming video demand.

FilmLA's 2020 Sound Stage Production Report also noted the industry maintained an average occupancy of 94 percent that year, with the report further showing television production increased 10 percent in 2020. For comparison, studio occupancy averaged 70 percent in 2017.

Though the world isn't locked down the way it was in 2020, digital content demand shows no signs of slowing down. Consumers will spend an estimated $151 billion on technology services, including video streaming, gaming, audio streaming and apps, in 2023, marking the industry's fifth consecutive year of growth, according to the Consumer Technology Association.

Entities like BLT plan to be there to invest in and support that growth. The firm owns BLT Studios, a four-soundstage and backlot facility in Hollywood, Calif., that has hosted productions for major content producers like Amazon, CBS, Paramount and Disney, among others. BLT Studios has also been used for commercial shoots by companies like Levi's, Gucci and Nike.

BLT Studios isn't the firm's only venture into this space. It purchased the Television Center in Hollywood for $64 million in 2020. The facility was repositioned and rebranded into Hollywood Exchange, a 200,000-square-foot creative campus that BLT sold to a joint venture between Bain Capital Real Estate and Bardas Investment Group for $134 million in 2022.

WREB recently sat down with Lukas Huberman, BLT's director of acquisitions, to discuss the production industry, acquisition strategies and why it's important to be an active operational partner in these endeavors.

BLT Studios is a four-soundstage and backlot facility in Hollywood, Calif. It has hosted productions for major content producers like Amazon, CBS, Paramount and Disney, among others. BLT Studios has also been used for commercial shoots by companies like Levi's, Gucci and Nike.

WREB: What's driving demand for film studios and soundstages?

Huberman: The need for space to make content for the Netflixes, Hulus and Primes of the new streaming category is driving the mounting demand. While the "old-line" studios are busy making motion pictures, the soundstage industry has grown quickly.

WREB: What's contributing to the rise in popularity of film studios and soundstages as an alternative real estate asset class for both private and institutional investment?

Huberman: The rise of streaming services has created intense demand for filmed content. That's the primary driver of the interest in studios as an asset to have in an institutional portfolio. Though, it's not really all that alternative. From the real estate owner's perspective, it's just like any other triple-net business. However, it is important to note there is a difference between larger soundstages and the smaller soundstages used for commercials, social media and product videos, etc.

Huberman

Larger institutional investors will focus on those larger stages, while private investors tend to gear toward the smaller stages. Social media-oriented content – think TikTok and social influencers – prefer smaller, more flexible studio spaces that larger production companies just don't have.

At BLT, we've witnessed a sharp rise in the studio and soundstage markets since COVID. There is also a maturation of the market that started back in 2020 when Blackstone and Hudson Pacific Properties formed a joint venture focusing on studio assets. This JV put the studio property segment into a different light, and investors like BLT took notice.

WREB: Why was it important to BLT to invest in film studios and soundstages?

Huberman: The business model has changed for studio space. It used to be short-term rentals for a season and now it's mainly shifted to longer-term leases. Investors are attracted to this change because they can now treat the agreement similarly to a standard triple-net lease.

There is also more upside available by offering essential services that generate additional revenue. These services can include equipment rentals, lighting, catering, security, parking, and hair and makeup. Not all owners are also operators, but we think there is value to being both. When you are an owner and investor in these types of products, you're not simply a real estate holder; you're running a business. At BLT Studios in Hollywood, this means offering adaptive a la carte packages, equipment and additional on-site features that fit each client's unique needs.

WREB: What factors contribute to the success of the sector?

Huberman: From a location perspective, the market is expanding. We are seeing more studios pop up across North Hollywood and Burbank. From a studio size perspective, our smaller stages are still clustered in the Hollywood/Greater Los Angeles area. Outside of California, you have growing options in places like New Mexico and Atlanta. Those locations tend to be more cost effective for the content producers when it comes to access and utilities. In addition, regions are competing to attract new studios. Places like New Mexico and Vancouver give tax credit incentives, while others provide ESG (environmental, social, governance) benefit, which is an attraction for production and studio investors.

Currently, demand for studio space to create content outpaces supply and availability. Existing studios are operating at full capacity with pressure for new development and investment in the industry.

WREB: What are some of the current challenges being faced by the sector?

Huberman: The immediate challenge is the Writers and Actors Union strike, hitting Los Angeles studios the hardest. The industry is shut down. Of course, the strike will eventually end, and the sector will go gangbusters again. We expect to continue to see increased competition when we look at acquisitions, especially with the large stages. In many cases, smaller stages are operated by mom-and-pop owners, so there are still lots of opportunities both for improved efficiency and consolidation. We purchased BLT Studios from an owner/user. We essentially acquired his business and continued running it, streamlined operations and improved overall NOI.

The high interest rates are making financing a challenge, just like every other real estate segment. Credit has dried up, so we are seeing a slowdown in deals across the board, though there are many projects in the pipeline. These include another major studio project by Bain Capital Real Estate and Bardas Investment Group — the same JV that purchased the Hollywood Exchange from us — at the old Sears site in Hollywood. East End Studio is also working on a massive project in Downtown LA's Arts District.

Silver Lake announced last year that it would be investing $500 million to develop new studio space with Shadowbox Studios. Albuquerque, New York, Atlanta and New Orleans have seen a rash of new production developments as well, so it's not just Hollywood interested in studio real estate. ■

August 17, 2023 ONLINE

Western Real Estate Business (61-092)

editions.mydigitalpublication.com/publica...

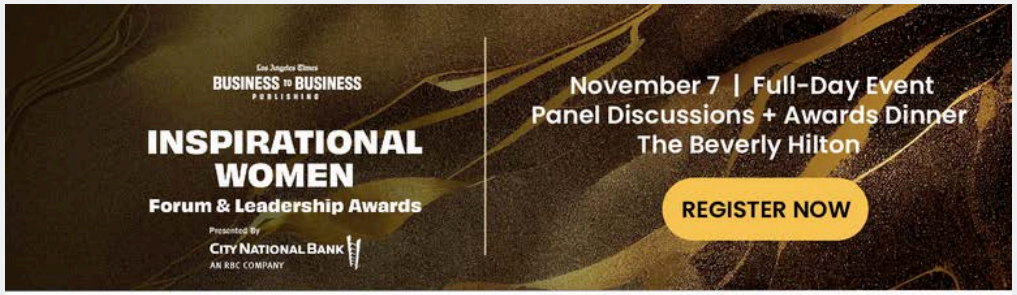
Monthly Visits **70.2K**

Monthly Visits

LA Times B2B Publishing

September 01, 2023 OTHER

LA Times B2B Publishing (61-066)



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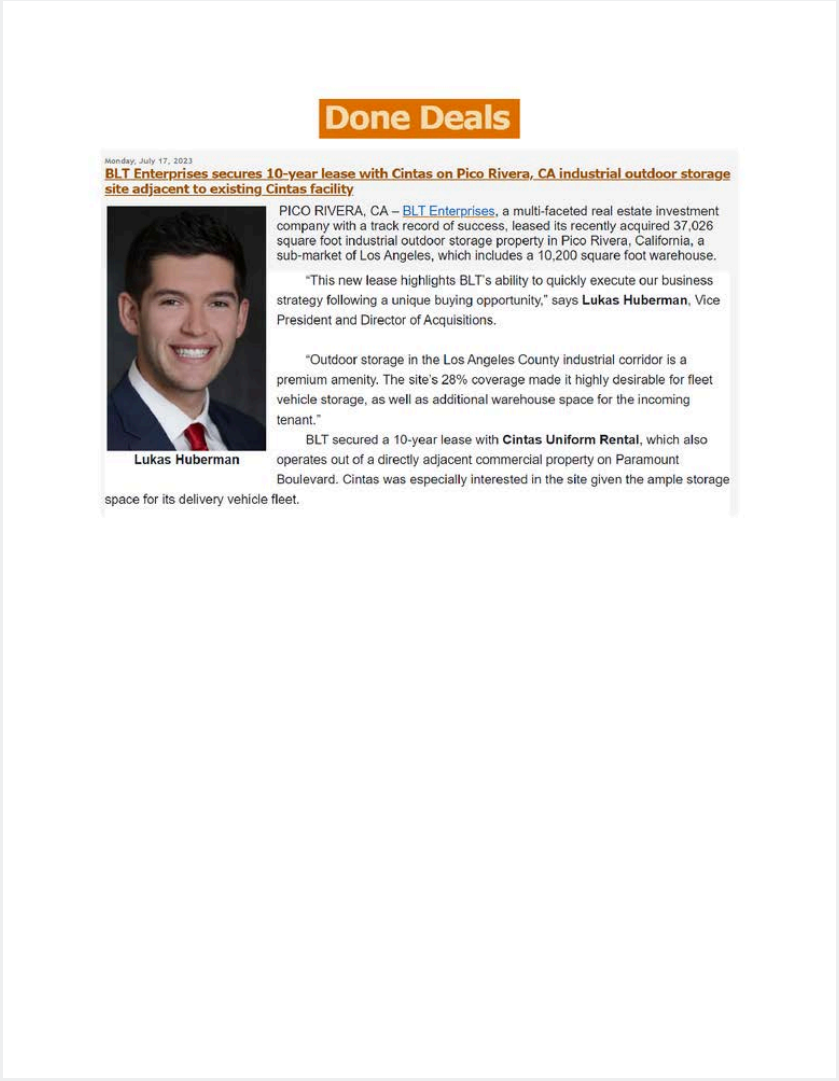

Done Deals

Monday, July 17, 2023

BLT Enterprises secures 10-year lease with Cintas on Pico Rivera, CA industrial outdoor storage site adjacent to existing Cintas facility

Lukas Huberman

PICO RIVERA, CA – BLT Enterprises, a multi-faceted real estate investment company with a track record of success, leased its recently acquired 37,026 square foot industrial outdoor storage property in Pico Rivera, California, a sub-market of Los Angeles, which includes a 10,200 square foot warehouse.

"This new lease highlights BLT's ability to quickly execute our business strategy following a unique buying opportunity," says **Lukas Huberman**, Vice President and Director of Acquisitions.

"Outdoor storage in the Los Angeles County industrial corridor is a premium amenity. The site's 28% coverage made it highly desirable for fleet vehicle storage, as well as additional warehouse space for the incoming tenant."

BLT secured a 10-year lease with **Cintas Uniform Rental**, which also operates out of a directly adjacent commercial property on Paramount Boulevard. Cintas was especially interested in the site given the ample storage space for its delivery vehicle fleet.

July 17, 2023 ONLINE

Done Deals (61-06)

alex-donedeals.blogspot.com/2023/07/bl...

Monthly Visits **31.4K**

Monthly Visits

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California

July 14, 2023

Cintas Uniform Leases Outdoor Storage in Pico Rivera

BLT Enterprises leased its recently acquired 37,026-square-foot industrial outdoor storage property at 7748 Industry Ave. in Pico Rivera, which includes a 10,200-square-foot warehouse. Cintas Uniform Rental, which also operates out of a directly adjacent commercial property on Paramount Boulevard, signed a 10-year lease.

"This new lease highlights BLT's ability to quickly execute our business strategy following a unique buying opportunity," says Lukas Huberman, VP and director of acquisitions. "Outdoor storage in the Los Angeles County industrial corridor is a premium amenity. The site's 28% coverage made it highly desirable for fleet vehicle storage, as well as additional warehouse space for the incoming tenant."

BLT Enterprises was represented in the leasing transaction by Alexander Harrold and Brendan Phinney of Matthews Real Estate Investment Services.

July 14, 2023 ONLINE

Connect CRE California (61-06)

connectcre.com/stories/cintas-uniform-le...

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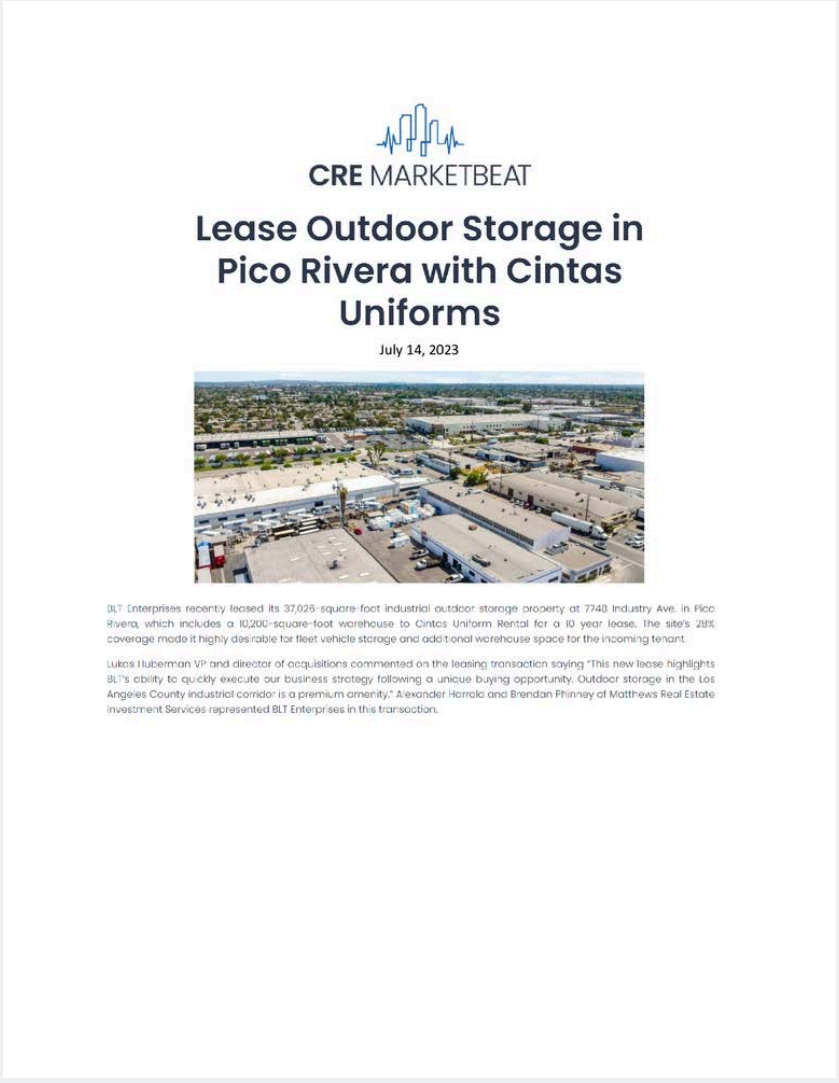

CRE MARKETBEAT

Lease Outdoor Storage in Pico Rivera with Cintas Uniforms

July 14, 2023

BLT Enterprises recently leased its 37,026-square-foot industrial outdoor storage property at 7748 Industry Ave. in Pico Rivera, which includes a 10,200-square-foot warehouse to Cintas Uniform Rental for a 10 year lease. The site's 28% coverage made it highly desirable for fleet vehicle storage and additional warehouse space for the incoming tenant.

Lukas Huberman VP and director of acquisitions commented on the leasing transaction saying "This new lease highlights BLT's ability to quickly execute our business strategy following a unique buying opportunity. Outdoor storage in the Los Angeles County industrial corridor is a premium amenity." Alexander Horrolo and Brendan Phinney of Matthews Real Estate Investment Services represented BLT Enterprises in this transaction.

July 14, 2023 ONLINE

CRE MarketBeat (61-06)

cremarketbeat.com/lease-outdoor-storag...

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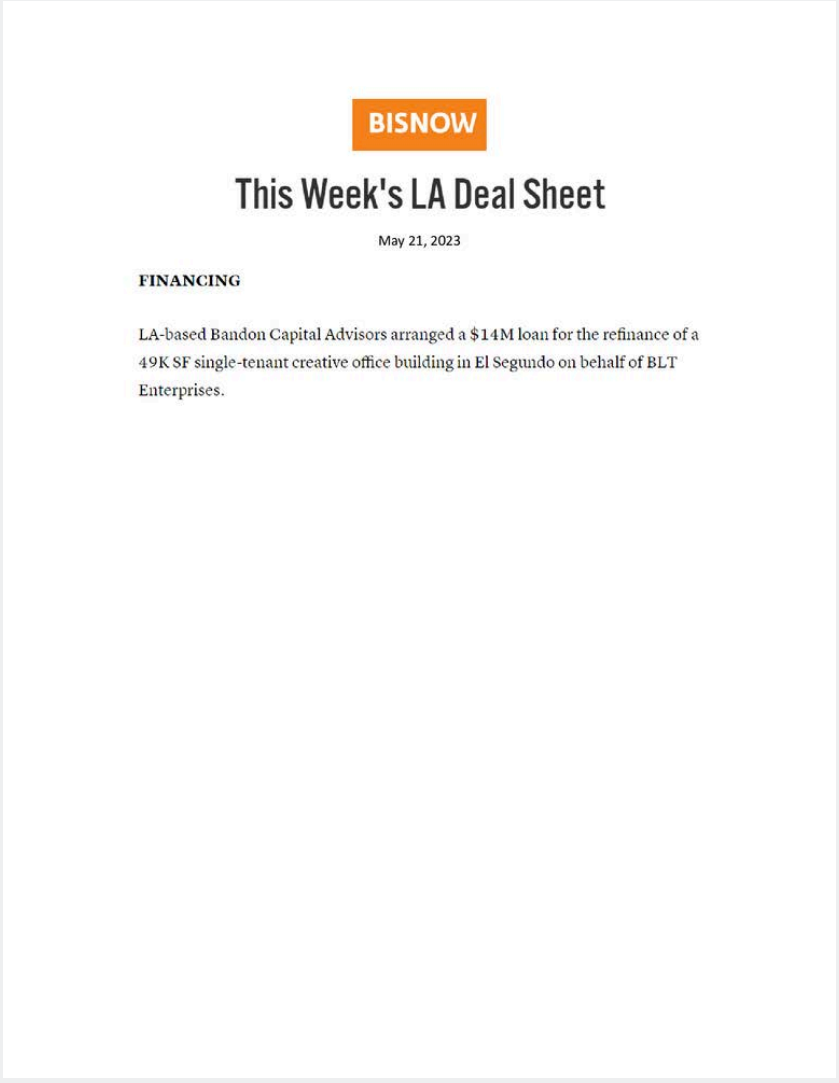

BISNOW

This Week's LA Deal Sheet

May 21, 2023

FINANCING

LA-based Bandon Capital Advisors arranged a $14M loan for the refinance of a 49K SF single-tenant creative office building in El Segundo on behalf of BLT Enterprises.

May 21, 2023 ONLINE

Bisnow (61-000)

bisnow.com/los-angeles/news/deal-sheet...

Monthly Visits **250K**

Monthly Visits

RENTV

Rentv.com provides commercial real estate news about office, industrial, retail and multifamily properties, sales, leases, developments, property management, financings...

RENTV
Real Estate News & Media

Hyundai Dealership Group Leases Three-Acre Site in Costa Mesa

5/15/23

A group of local Hyundai dealerships inked a five-year lease agreement for a 3.11-acre industrial site in Costa Mesa. The property, located at 3539 Howard Way, includes a 12.6k sf foot truck and automotive maintenance facility and office building.

The group includes Hyundai of Huntington Beach, Hyundai of Anaheim, and Hyundai of Garden Grove. The tenants will use the property as a reconditioning, repair, and storage facility for its fleet of new and used vehicles.

The fully secured property is improved with an industrial building which includes offices and a 10k sf state-of-the-art truck and automobile maintenance facility. The 18-foot ceiling height facility has seven grade-level doors with three drive-thru bays and one wash bay.

Located only 10 minutes from John Wayne Airport and less than 30 minutes from the Long Beach Airport and Port of Long Beach, the property is ideally positioned with immediate access to Interstate 405 and State Route 55. The property is owned by BLT Enterprises, who acquired the asset late last year.

BLT Enterprises was represented in the leasing transaction by Jace Gan and Clyde Stauff with Colliers. The lease value was not disclosed.

May 15, 2023 ONLINE

RENTV (61-02652)

rentv.com/content/southerncalifornia/mai...

Monthly Visits **1.48K**

Monthly Visits

REBusiness Online

REBusinessOnline delivers commercial real estate news to you daily. Covering industrial, multifamily, office, retail real estate and more.

REBUSINESS ONLINE

Hyundai Dealerships Lease 3.1-Acre Transportation Facility in Costa Mesa, California

May 15, 2023

COSTA MESA, CALIF. — A group of local Hyundai dealerships have leased a 3.1-acre industrial site in Costa Mesa. The facility includes a 12,588-square-foot truck and automotive maintenance facility and office building.

The group, which includes Hyundai of Huntington Beach, Hyundai of Anaheim and Hyundai of Garden Grove, entered into a five-year agreement for the space. They will use the property as a reconditioning, repair and storage facility for their fleet of new and used vehicles.

Jace Gan and Clyde Stauff of Colliers represented the space's owner, BLT Enterprises.

May 15, 2023 ONLINE

REBusiness Online (61-02652)

rebusinessonline.com/hyundai-dealership...

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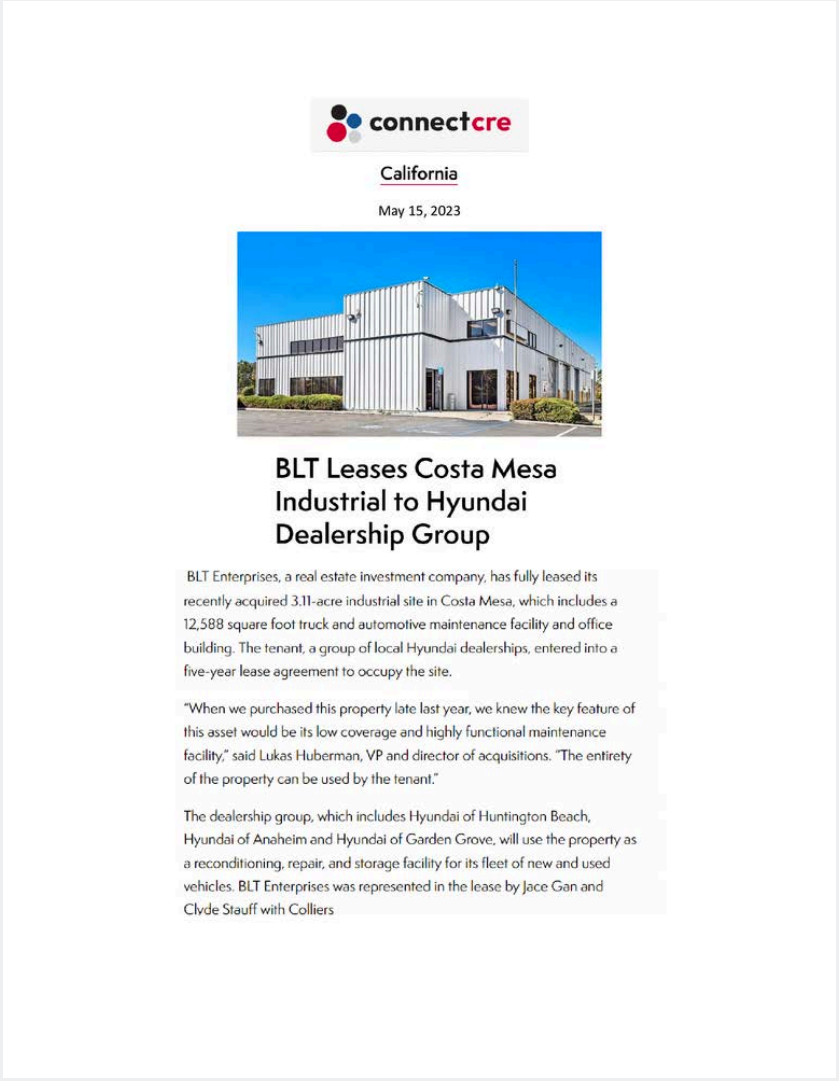

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California

May 15, 2023

BLT Leases Costa Mesa Industrial to Hyundai Dealership Group

BLT Enterprises, a real estate investment company, has fully leased its recently acquired 3.11-acre industrial site in Costa Mesa, which includes a 12,588 square foot truck and automotive maintenance facility and office building. The tenant, a group of local Hyundai dealerships, entered into a five-year lease agreement to occupy the site.

"When we purchased this property late last year, we knew the key feature of this asset would be its low coverage and highly functional maintenance facility," said Lukas Huberman, VP and director of acquisitions. "The entirety of the property can be used by the tenant."

The dealership group, which includes Hyundai of Huntington Beach, Hyundai of Anaheim and Hyundai of Garden Grove, will use the property as a reconditioning, repair, and storage facility for its fleet of new and used vehicles. BLT Enterprises was represented in the lease by Jace Gan and Clyde Stauff with Colliers

May 15, 2023 ONLINE

Connect CRE California (61-02652)

connectcre.com/stories/blt-leases-costa-...

Monthly Visits **45.9K**

Monthly Visits

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Bringing you the daily commercial real estate investing beat.

CRE MARKETBEAT

Hyundai Dealership Group Leases Costa Mesa Industrial Property from BLT

May 15, 2023

BLT Enterprises, a real estate investment company, has successfully leased its recently acquired 3.11-acre industrial site in Costa Mesa to a group of local Hyundai dealerships for five years. The property includes a 12,588 square foot truck and automotive maintenance facility and office building that can be used entirely by the tenant.

Lukas Huberman, VP and director of acquisitions at BLT Enterprises commented: "When we purchased this property late last year we knew the key feature would be its low coverage and highly functional maintenance facility." The dealership group – which comprises Hyundai of Huntington Beach, Hyundai of Anaheim and Hyundai of Garden Grove – will use it as reconditioning repair center as well as storage for their fleet vehicles. Colliers represented BLT Enterprises in the lease with Jace Gan & Clyde Stauff leading negotiations on behalf their client.

May 15, 2023 ONLINE

CRE MarketBeat (61-02652)

cremarketbeat.com/hyundai-dealership-g...

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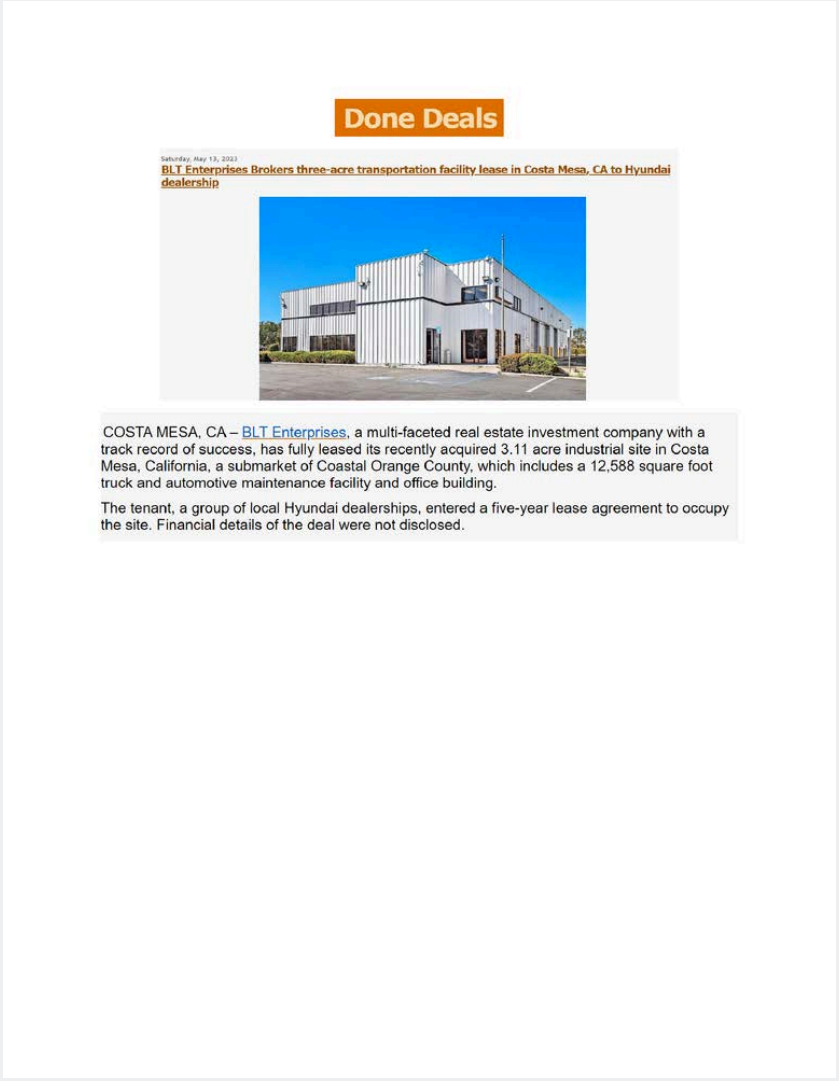

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Saturday, May 13, 2023

BLT Enterprises Brokers three-acre transportation facility lease in Costa Mesa, CA to Hyundai dealership

COSTA MESA, CA – BLT Enterprises, a multi-faceted real estate investment company with a track record of success, has fully leased its recently acquired 3.11 acre industrial site in Costa Mesa, California, a submarket of Coastal Orange County, which includes a 12,588 square foot truck and automotive maintenance facility and office building.

The tenant, a group of local Hyundai dealerships, entered a five-year lease agreement to occupy the site. Financial details of the deal were not disclosed.

May 13, 2023 ONLINE

Done Deals (61-02652)

alex-donedeals.blogspot.com/2023/05/bl...

Monthly Visits **481**

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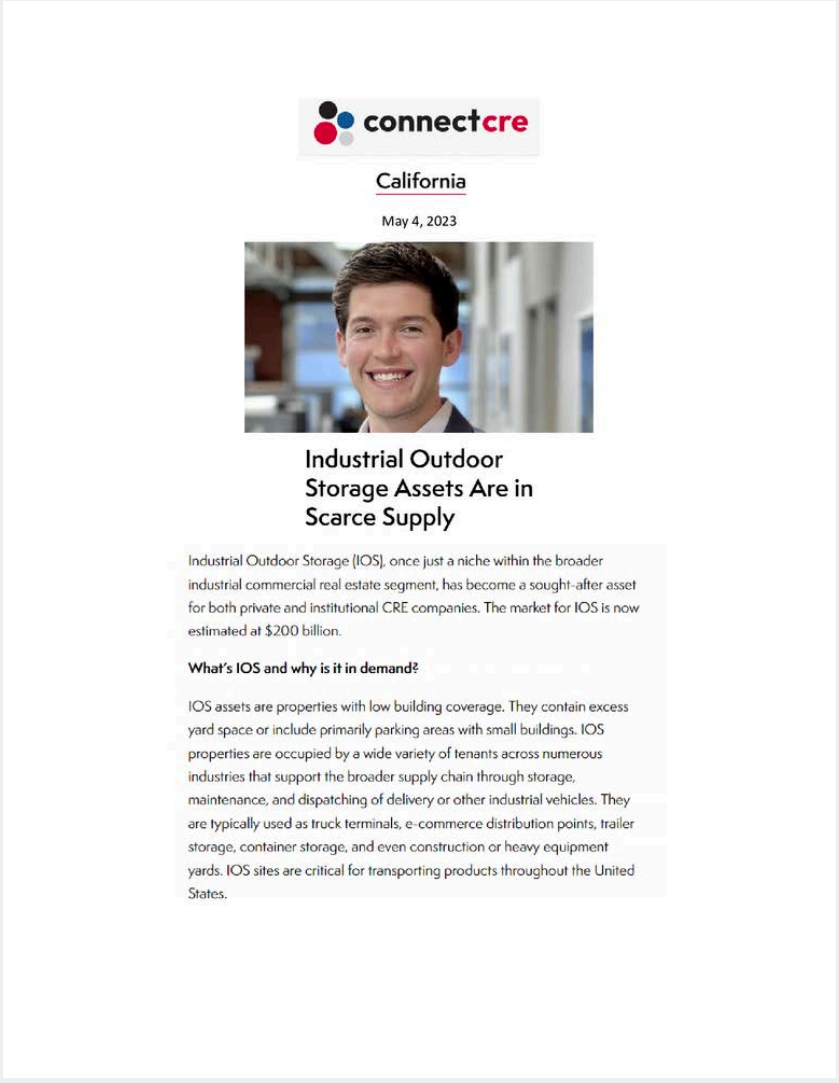

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California

May 4, 2023

Industrial Outdoor Storage Assets Are in Scarce Supply

Industrial Outdoor Storage (IOS), once just a niche within the broader industrial commercial real estate segment, has become a sought-after asset for both private and institutional CRE companies. The market for IOS is now estimated at $200 billion.

What's IOS and why is it in demand?

IOS assets are properties with low building coverage. They contain excess yard space or include primarily parking areas with small buildings. IOS properties are occupied by a wide variety of tenants across numerous industries that support the broader supply chain through storage, maintenance, and dispatching of delivery or other industrial vehicles. They are typically used as truck terminals, e-commerce distribution points, trailer storage, container storage, and even construction or heavy equipment yards. IOS sites are critical for transporting products throughout the United States.

May 04, 2023 ONLINE

Connect CRE California (61-063)

connectcre.com/stories/industrial-outdoo...

Monthly Visits **45.9K**

Monthly Visits

Orange County Register

OCRegister.com covers local news in Orange County, CA, California and national news, sports, things to do and the best places to eat, business and the Orange County...

THE ORANGE COUNTY
REGISTER

January 13, 2023

Real estate news: Fox Racing headquarters in Irvine acquired for $40 million

Glidewell's Irvine facility gets a $3.3 million upgrade

BLT Enterprises, a real estate investment company, has completed $3.3 million in renovations to an industrial building in Irvine used by Glidewell Dental Ceramics Inc.

BLT said the improvements at 17466 Daimler St. were done to meet the needs of Glidewell, which occupies the entire 40,645-square-foot property.

The renovations created a breakroom on the mezzanine level in addition to an existing ground-floor breakroom. Workstation layouts and locations were redeveloped, and the facade was updated to include a patio area with amenities. The bathrooms got updated, too.

The Newport Beach-based dental device company signed a 10-year lease with BLT, which acquired the property in 2020.

An earlier renovation included updating the property's exterior shell, a seismic upgrade and some interior refurbishments.

The firm worked with contractor Turelk and architects Ware Malcomb on the updates.

January 13, 2023 ONLINE

Orange County Register (61-02451)

ocregister.com/2023/01/13/real-estate-ne...

Monthly Visits **740K**

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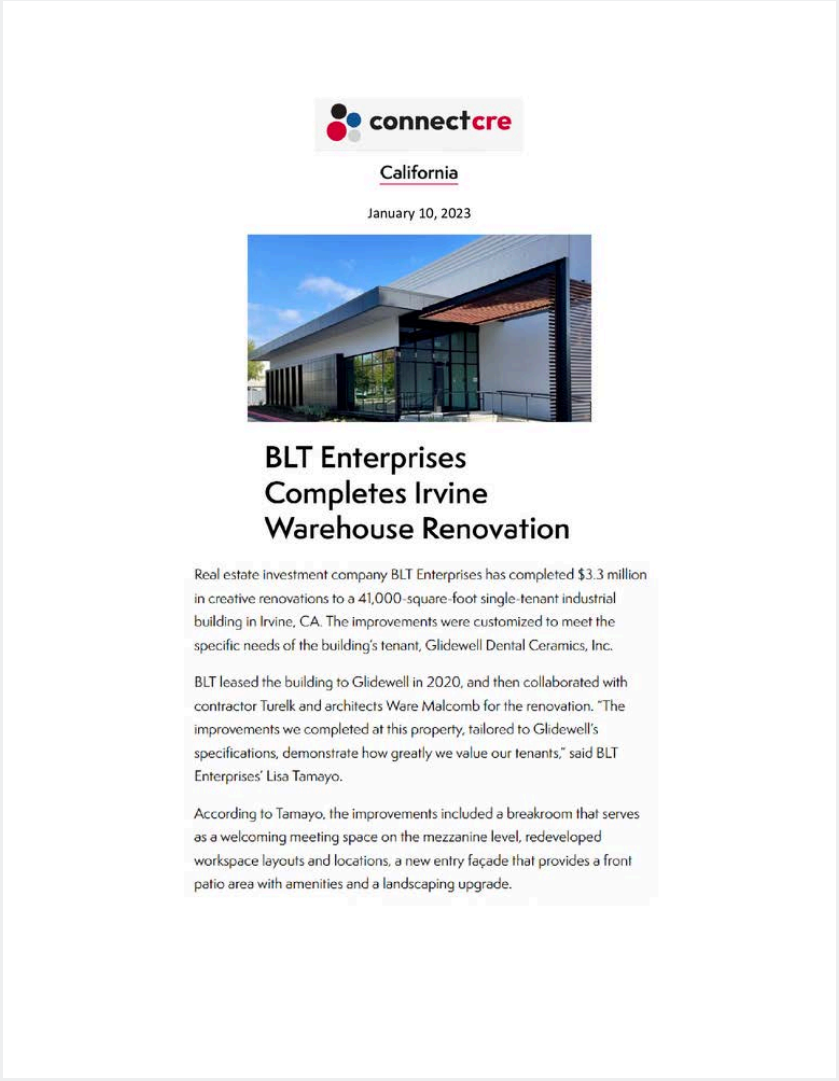


connectcre

California

January 10, 2023

BLT Enterprises Completes Irvine Warehouse Renovation

Real estate investment company BLT Enterprises has completed $3.3 million in creative renovations to a 41,000-square-foot single-tenant industrial building in Irvine, CA. The improvements were customized to meet the specific needs of the building's tenant, Glidewell Dental Ceramics, Inc.

BLT leased the building to Glidewell in 2020, and then collaborated with contractor Turelk and architects Ware Malcomb for the renovation. "The improvements we completed at this property, tailored to Glidewell's specifications, demonstrate how greatly we value our tenants," said BLT Enterprises' Lisa Tamayo.

According to Tamayo, the improvements included a breakroom that serves as a welcoming meeting space on the mezzanine level, redeveloped workspace layouts and locations, a new entry façade that provides a front patio area with amenities and a landscaping upgrade.

January 10, 2023 ONLINE

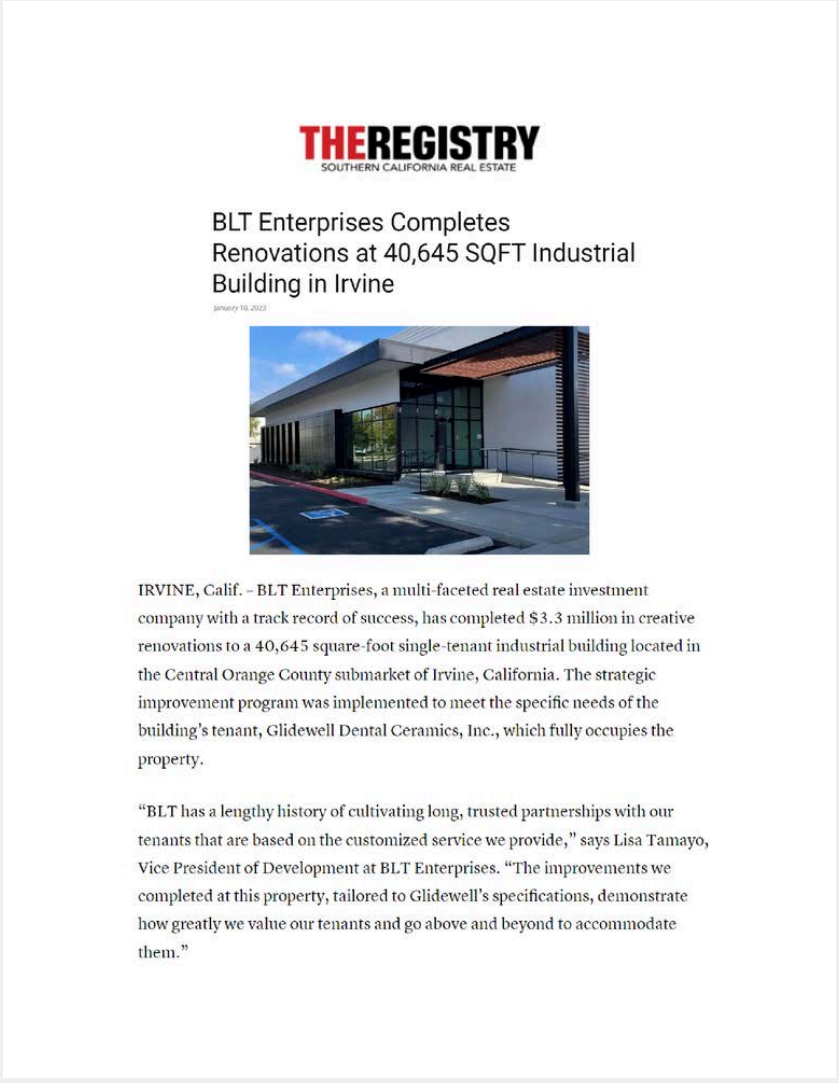
Connect CRE California (61-02451)

connectcre.com/stories/blt-enterprises-co...

Monthly Visits **45.9K**

Monthly Visits

The Registry



THEREGISTRY
SOUTHERN CALIFORNIA REAL ESTATE

BLT Enterprises Completes Renovations at 40,645 SQFT Industrial Building in Irvine

January 10, 2023

IRVINE, Calif. – BLT Enterprises, a multi-faceted real estate investment company with a track record of success, has completed $3.3 million in creative renovations to a 40,645 square-foot single-tenant industrial building located in the Central Orange County submarket of Irvine, California. The strategic improvement program was implemented to meet the specific needs of the building's tenant, Glidewell Dental Ceramics, Inc., which fully occupies the property.

"BLT has a lengthy history of cultivating long, trusted partnerships with our tenants that are based on the customized service we provide," says Lisa Tamayo, Vice President of Development at BLT Enterprises. "The improvements we completed at this property, tailored to Glidewell's specifications, demonstrate how greatly we value our tenants and go above and beyond to accommodate them."

January 10, 2023 ONLINE

The Registry (61-02451)

theregistrysocal.com/blt-enterprises-com...

Monthly Visits **7.65K**

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January 8, 2023 |

This Week's LA Deal Sheet

BLT Enterprises promoted Robert Solomon to president. Solomon has served as BLT's chief development and legal officer since 2009. He has 30 years of experience as a commercial real estate and transactional attorney. In his new role, Solomon will spearhead BLT's real estate investment initiatives.

BLT completed its largest disposition in 2022 with the sale of the former Technicolor headquarters, Television Center in Hollywood, to Bardas for an estimated $135M.

January 08, 2023 ONLINE

Bisnow (61-02450)

bisnow.com/los-angeles/news/deal-sheet...

Monthly Visits **242K**

Monthly Visits

CoStar

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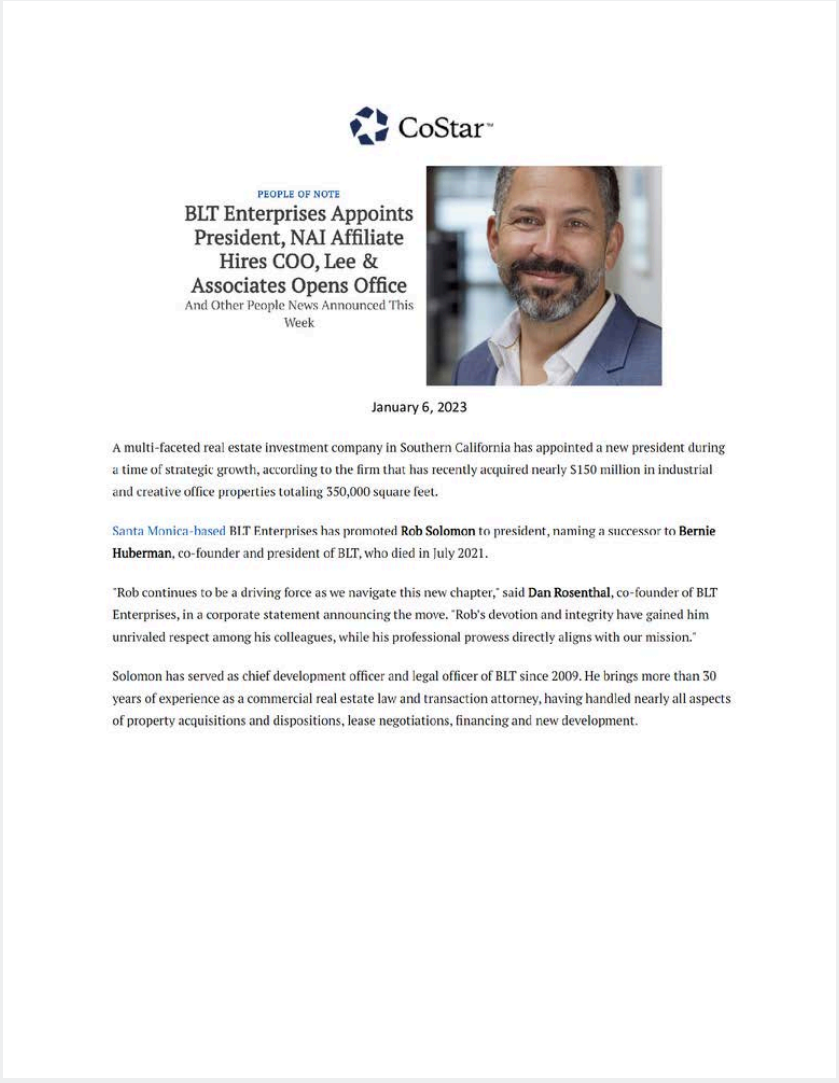

CoStar™

PEOPLE OF NOTE

BLT Enterprises Appoints President, NAI Affiliate Hires COO, Lee & Associates Opens Office

And Other People News Announced This Week

January 6, 2023

A multi-faceted real estate investment company in Southern California has appointed a new president during a time of strategic growth, according to the firm that has recently acquired nearly $150 million in industrial and creative office properties totaling 350,000 square feet.

Santa Monica-based BLT Enterprises has promoted **Rob Solomon** to president, naming a successor to **Bernie Huberman**, co-founder and president of BLT, who died in July 2021.

"Rob continues to be a driving force as we navigate this new chapter," said **Dan Rosenthal**, co-founder of BLT Enterprises, in a corporate statement announcing the move. "Rob's devotion and integrity have gained him unrivaled respect among his colleagues, while his professional prowess directly aligns with our mission."

Solomon has served as chief development officer and legal officer of BLT since 2009. He brings more than 30 years of experience as a commercial real estate law and transaction attorney, having handled nearly all aspects of property acquisitions and dispositions, lease negotiations, financing and new development.

January 06, 2023 ONLINE

CoStar (61-02450)

costar.com/article/743032338/blt-enterpri...

Monthly Visits **374K**

Monthly Visits

L.A. Business First

L.A. BUSINESS FIRST

Jan 5, 2023

BLT Enterprises names Rob Solomon president

More than a year after the loss of its president and co-founder Bernie Huberman, real estate investment company BLT Enterprises, former owner of Television Center, has appointed its chief development and legal officer Rob Solomon to president.

Solomon, who served in his past roles at BLT since 2009, will lead the company in furthering its real estate investment initiatives. With more than 30 years of experience under his belt, his expertise includes acquisitions, dispositions, lease negotiations, financing and development.

Solomon said he's proud of the company's recent acquisitions of nearly $150 million in industrial and creative office properties, totaling 350,000 square feet. BLT's portfolio includes office, retail, industrial and residential properties across Southern California.

BLT Enterprises Co-Founder Dan Rosenthal said Solomon has been a consistently strong leader who has stepped up to assume many new responsibilities during his time at the company.

"This promotion is well deserved," he said. "Rob's devotion and integrity have gained him unrivaled respect among his colleagues, while his professional prowess directly aligns with our mission. As a firm, we are thrilled to have Rob leading the company, and we look forward to his continued success for many years to come."

Reflecting on his time thus far at BLT, Solomon said the most powerful lesson he's learned there is that the success of a company stems from its culture and its people.

"To this day, that principle drives everything we do, resulting in our solid financial position and reputation as a trusted buyer, seller, owner and operator," he said.

BLT has been busy over the last few months. Recent acquisitions include seven industrial and creative office properties located throughout Southern California for $130 million and four last-mile distribution facilities, acquired in a sale-leaseback transaction from a high-profile food and beverage company.

Perhaps most notably, the firm completed its largest disposition to date, the sale of Hollywood creative campus Television Center. BLT bought the 200,000-square-foot property for $64 million in 2020 before selling it for $134 million in March 2022.

January 05, 2023 ONLINE

L.A. Business First (61-02450)

bizjournals.com/losangeles/news/2023/0...

Monthly Visits **2.54M**

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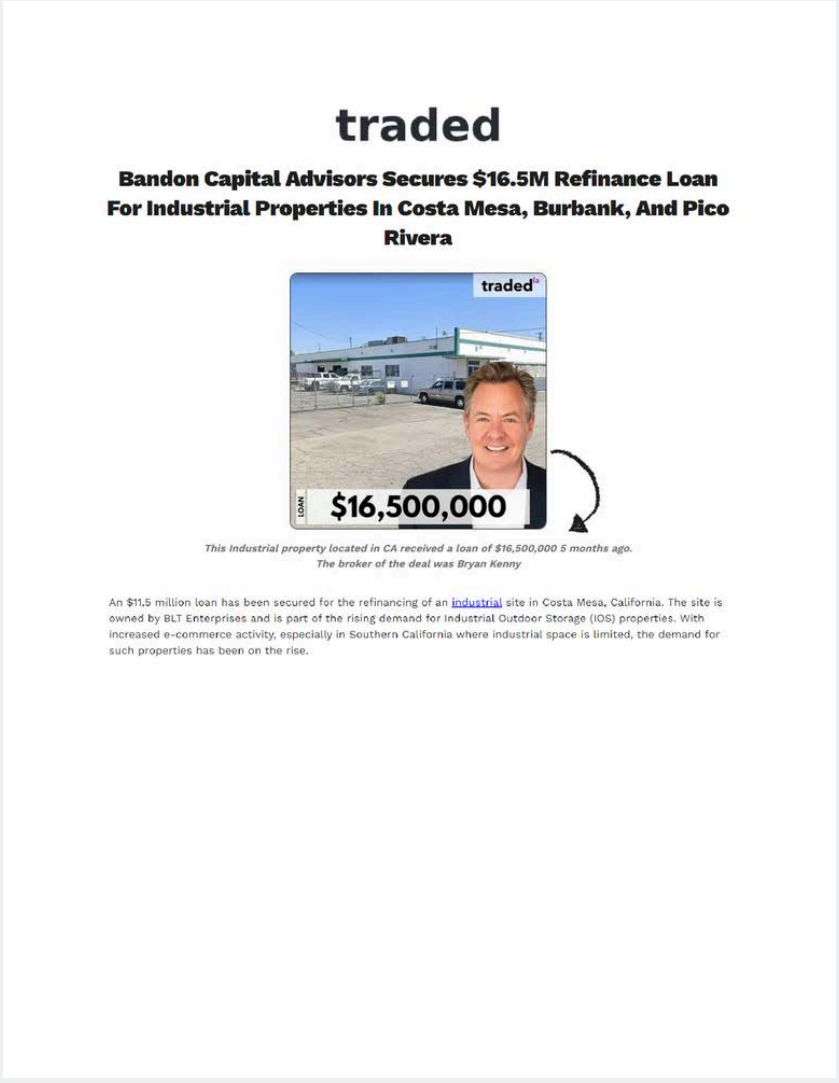

traded

Bandon Capital Advisors Secures $16.5M Refinance Loan For Industrial Properties In Costa Mesa, Burbank, And Pico Rivera

This industrial property located in CA received a loan of $16,500,000 5 months ago.
The broker of the deal was Bryan Kenny

An $11.5 million loan has been secured for the refinancing of an industrial site in Costa Mesa, California. The site is owned by BLT Enterprises and is part of the rising demand for Industrial Outdoor Storage (IOS) properties. With increased e-commerce activity, especially in Southern California where industrial space is limited, the demand for such properties has been on the rise.

ONLINE

Traded (61-02652)

traded.co/property/la/loan/3539-howard-...

Monthly Visits **21.7K**

Monthly Visits

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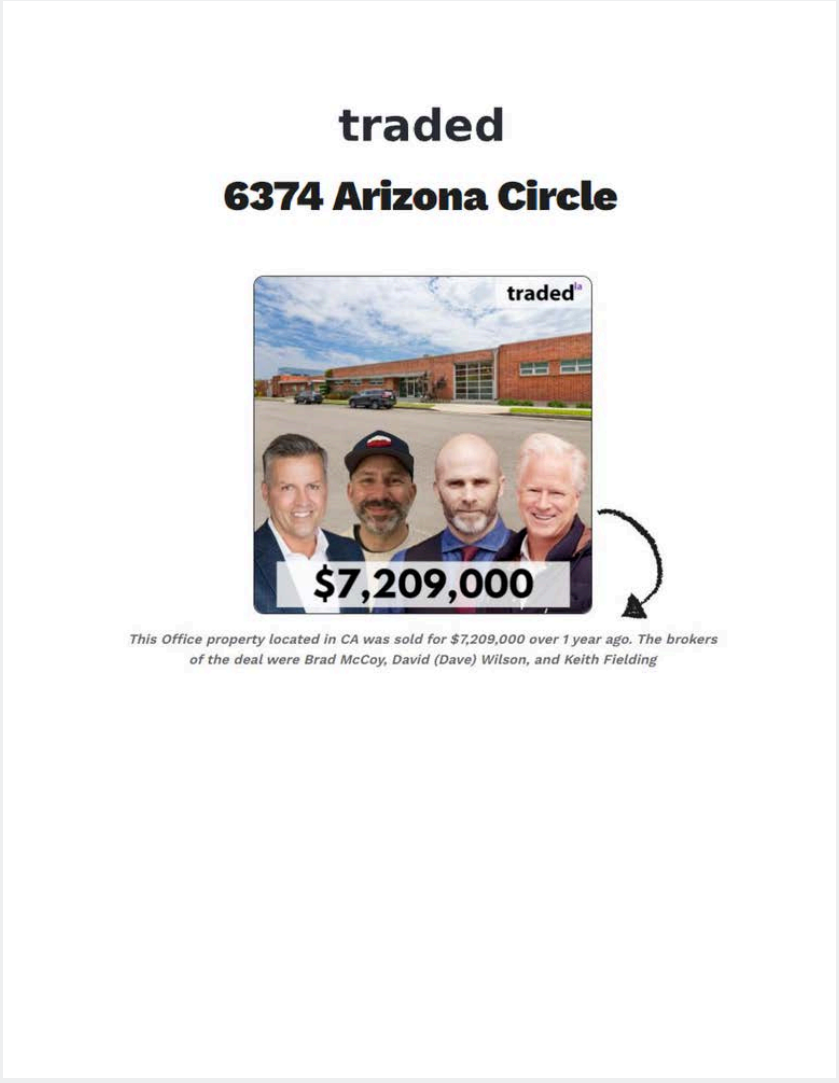


ONLINE

Traded (61-000)

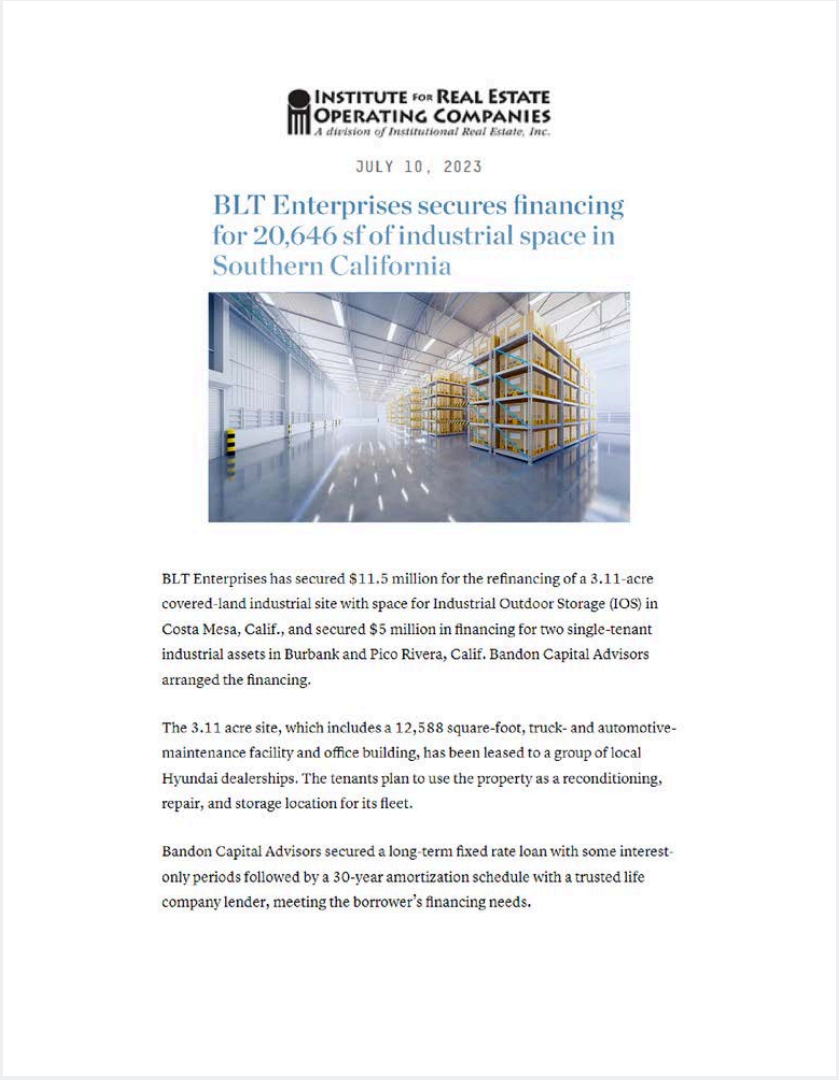
traded.co/property/los-angeles/sold/6374...

Monthly Visits **21.7K**

Monthly Visits

Institute for Real Estate Operating Companies

Commercial real estate investment publications, news, trends, resources and events for America, Europe, & Asia Pacific.



INSTITUTE FOR REAL ESTATE OPERATING COMPANIES
A division of Institutional Real Estate, Inc.

JULY 10, 2023

BLT Enterprises secures financing for 20,646 sf of industrial space in Southern California

BLT Enterprises has secured $11.5 million for the refinancing of a 3.11-acre covered-land industrial site with space for Industrial Outdoor Storage (IOS) in Costa Mesa, Calif., and secured $5 million in financing for two single-tenant industrial assets in Burbank and Pico Rivera, Calif. Bandon Capital Advisors arranged the financing.

The 3.11 acre site, which includes a 12,588 square-foot, truck- and automotive-maintenance facility and office building, has been leased to a group of local Hyundai dealerships. The tenants plan to use the property as a reconditioning, repair, and storage location for its fleet.

Bandon Capital Advisors secured a long-term fixed rate loan with some interest-only periods followed by a 30-year amortization schedule with a trusted life company lender, meeting the borrower's financing needs.

July 10, 2023 ONLINE

Institute for Real Estate Operating Companies (38-05)

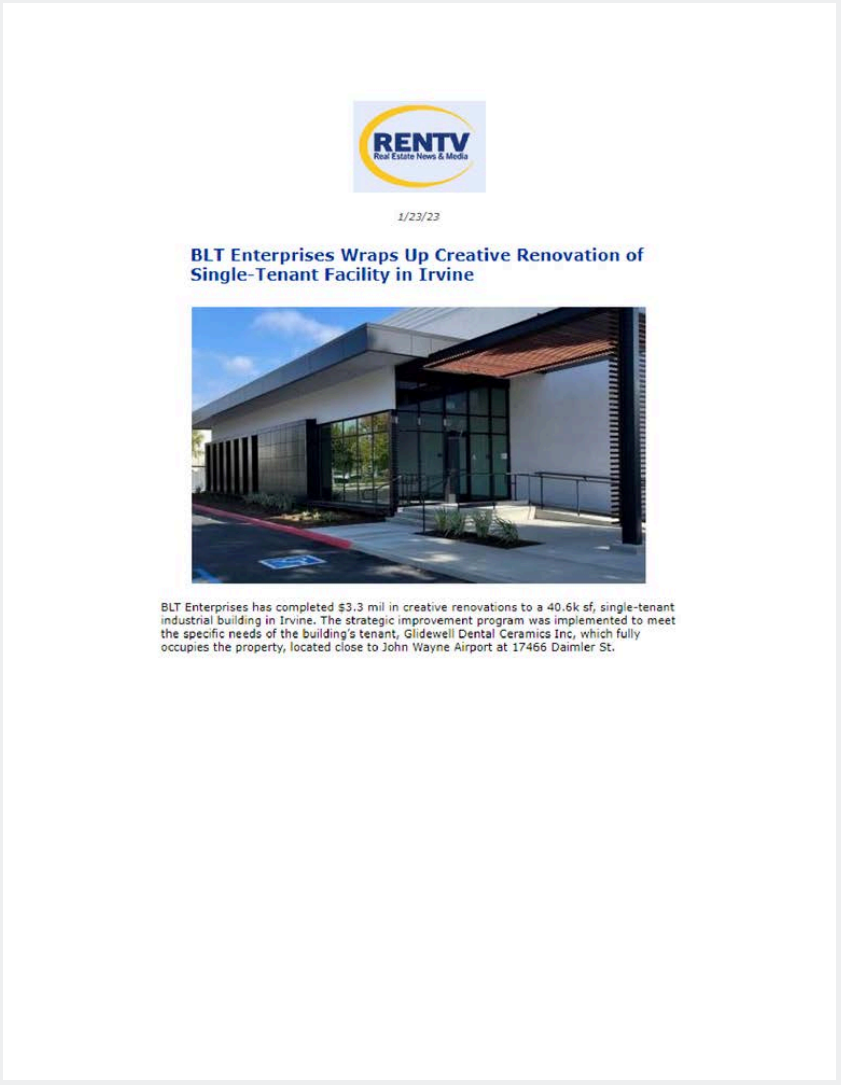
irei.com/news/blt-enterprises-secures-fin...

Monthly Visits **53.4K**

Monthly Visits

RENTV

Rentv.com provides commercial real estate news about office, industrial, retail and multifamily properties, sales, leases, developments, property management, financings...



1/23/23

BLT Enterprises Wraps Up Creative Renovation of Single-Tenant Facility in Irvine

BLT Enterprises has completed $3.3 mil in creative renovations to a 40.6k sf, single-tenant industrial building in Irvine. The strategic improvement program was implemented to meet the specific needs of the building's tenant, Glidewell Dental Ceramics Inc, which fully occupies the property, located close to John Wayne Airport at 17466 Daimler St.

ONLINE

RENTV (61-02451)

rentv.com/content/southerncalifornia/mai...

Monthly Visits **6.63K**

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Traded

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traded

BLT Enterprises Secures $13.99M Refinance Loan For El Segundo Office Building

This Office property located in CA received a loan of $13,990,000 7 months ago. The broker of the deal was Bryan Kenny

Bandon Capital Advisors has secured a $13.99 million loan to refinance a 49,000-square-foot office building located at 621 Hawaii Street in El Segundo. This successful transaction highlights the potential for favorable financing in quality office properties outside CBDs, despite the challenges faced by the office real estate sector.

Summary of transaction details:

- Property Type: Office
- Transaction Amount: $13,990,000
- Market: El Segundo
- Address: 621 Hawaii Street
- Square Footage: 49,000

The loan was secured on behalf of BLT Enterprises by Bryan Kenny from Bandon Capital Advisors. Bryan Kenny served as the broker representative for this deal.

ONLINE

Traded (61-000)

traded.co/property/la/loan/621-hawaii-str...

Monthly Visits **21.7K**

Monthly Visits

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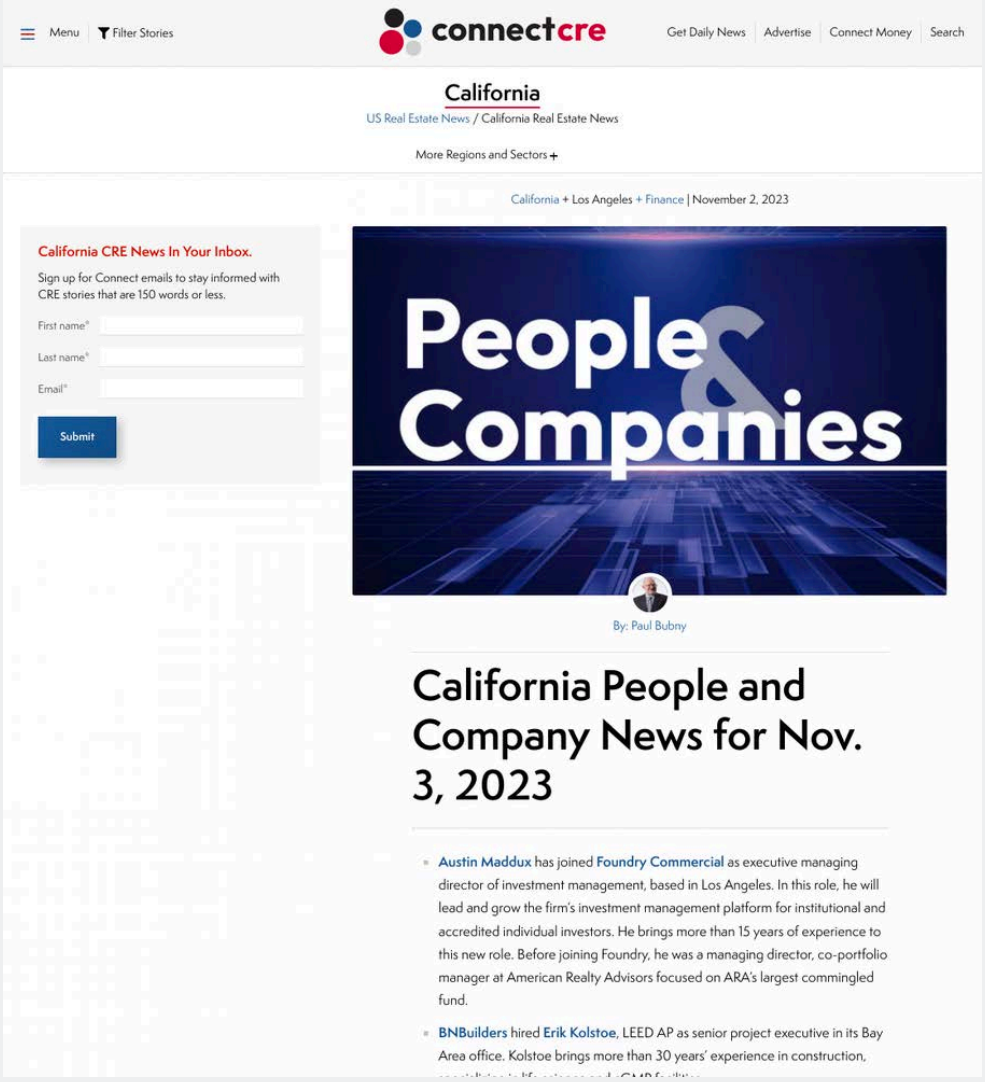


November 02, 2023 ONLINE

Connect CRE (61-090)

connectcre.com/stories/california-people-...

The Registry

July 07, 2023 ONLINE

The Registry SoCal (38-05)

theregistrysocal.com/blt-enterprises-secu...

THEREGISTRY
SOUTHERN CALIFORNIA REAL ESTATE

BLT Enterprises Secures $16.5MM in Financing for Industrial Assets in Greater Los Angeles, Orange County

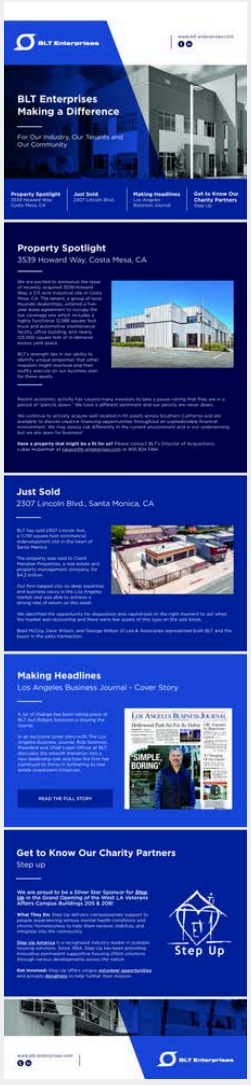
July 7, 2023

LOS ANGELES, Calif. (July 6, 2023) – Bandon Capital Advisors, a leading commercial mortgage banking and capital advisory firm based in Los Angeles, California, recently arranged a loan transaction of $11.5 million for the refinancing of a 3.11-acre covered-land industrial site with space for Industrial Outdoor Storage (IOS) in Costa Mesa, California, and secured $5 million in financing for two single-tenant industrial assets in Burbank and Pico Rivera, California on behalf of its client, BLT Enterprises.

There is a rising call for IOS properties as e-commerce exploded during the pandemic. As logistics companies look for last-mile delivery locations, industrial properties with excess land are in high demand, according to Bryan Kenny, Co-Founder and President at Bandon Capital Advisors.

"Both online shopping and consumers' call for quick delivery services, which escalated during the pandemic, show no signs of abatement," says Kenny. "Given the rise of ecommerce and subsequent increased need for storage and transportation properties across the United States, we've seen the IOS segment soar in recent months – particularly in Southern California, as available industrial space grows scarcer and rental rates continue to climb."

Newsletter

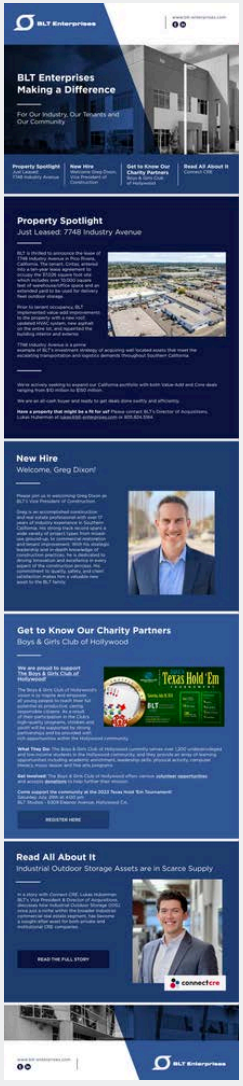


ONLINE

BLT Q1 Newsletter

thesmartagency-my.sharepoint.com/pers...

Newsletter



ONLINE

BLT Q2 Newsletter (61-019)

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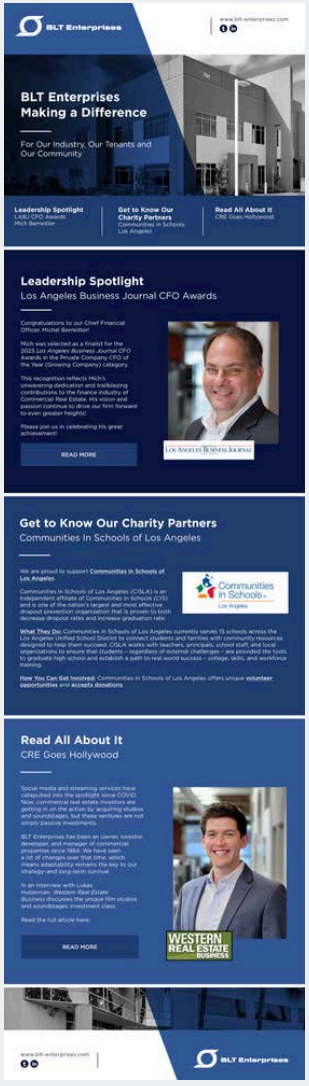
Newsletter



ONLINE

BLT Q3 Newsletter (61-0162)

thesmartagency-my.sharepoint.com/pers...

Newsletter

ONLINE

BLT Holiday Newsletter (61-0199)

thesmartagency-my.sharepoint.com/pers...

cpexecutive.com

March 23, 2018 ONLINE

Commercial Property Executive(61-105)

cpexecutive.com/post/blt-to-convert-2-so...

COMMERCIAL PROPERTY EXECUTIVE

News Deals People Research Property Types Business Specialties Awards Polls Multimedia

BLT Converts 2 SoCal Properties Into Creative Offices

The firm's major renovation plans for a 6,500-square-foot industrial building and a 4,680-square-foot music studio include exterior and interior upgrades.

by Alex Ciorogar | Mar 21, 2018

Los Angeles San Diego West More

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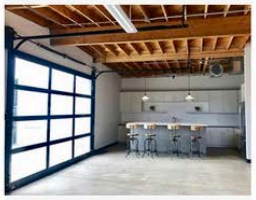
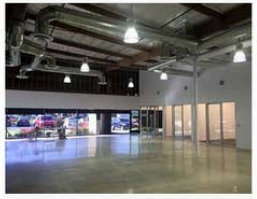
BLT Enterprises has redesiged two SoCal properties into creative-office spaces. The first asset is a 4,680-square-foot music studio located at 1941 Pontius Ave., in Los Angeles. The repositioning includes state-of-the-art upgrades, such as exposed ceilings with new skylights, a new kitchen, custom steel doors and windows, as well as a refinished stucco and wood siding exterior. The office space now also has new restrooms, ADA compliant parking, ramps and secured gates.



1941 Pontius Ave.

According to BLT Enterprises, the submarket features a low office vacancy rate of roughly 12 percent. Retail, fitness and entertainment options are all located nearby. Interstate 405 is also easily accessible from the property.

"Creative office product is in high demand in Southern California markets and newly renovated space in this niche can deliver tremendous long-term value," said Bernard Huberman, founder & CEO of BLT Enterprises, in a prepared statement. *"By converting these two assets into creative space, we are leveraging current economic and job growth in both markets and bringing new product that is craved by companies in various sectors, including tech, health care, real estate and marketing."*



10070 Barnes Canyon Road

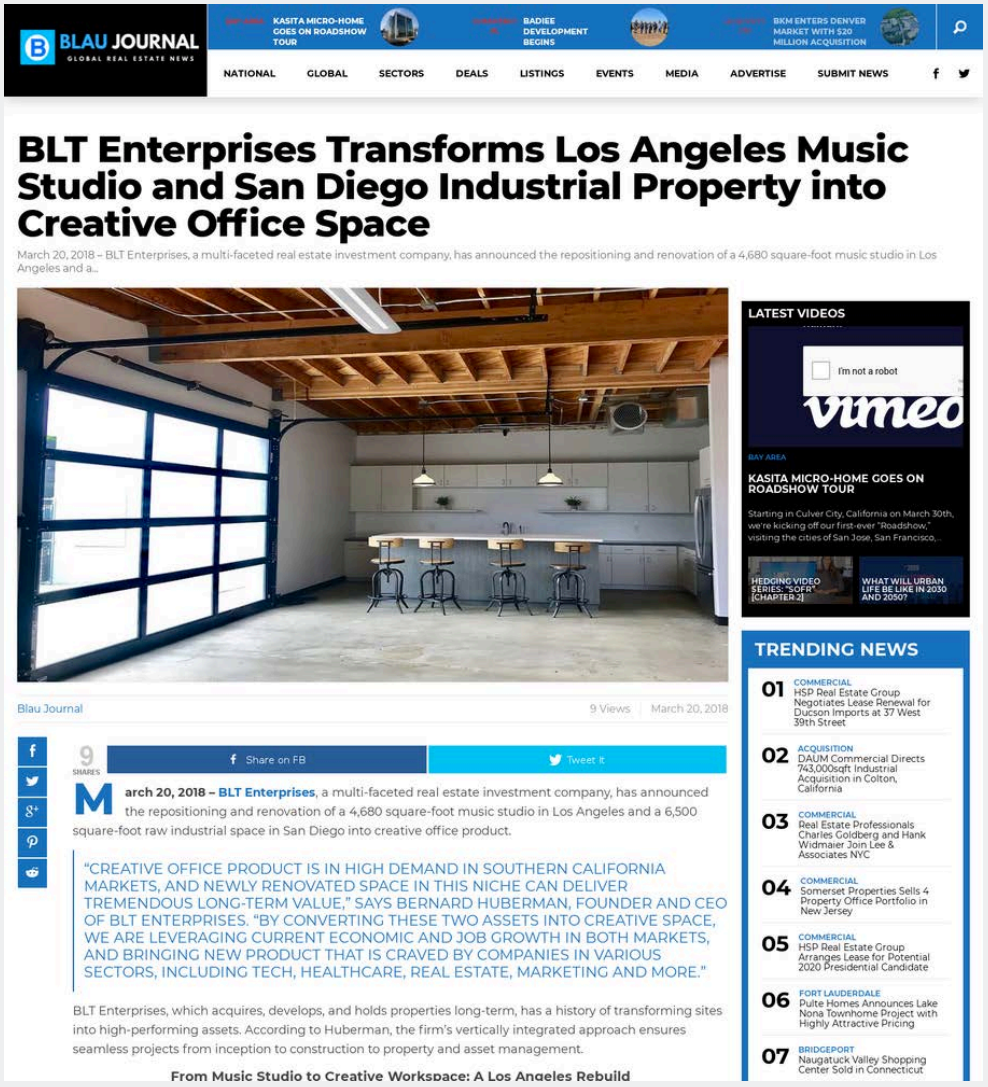
The firm has also transformed a 6,500-square-foot industrial space located at 10070 Barnes Canyon Road in the Sorrento Valley submarket of San Diego into a creative office space. The property features an open floor plan with three executive offices, a large conference room, an upgraded kitchen and outdoor patio.

"New projects and renovated buildings are driving most of the demand for creative office space in San Diego," added Huberman. *"Average asking rents have steadily increased since 2013. Based on our expertise in the market, we believe this renovated space will offer a prime opportunity for potential tenants in a rapid-growth office market."*

Photos courtesy of BLT Enterprises

BLT Enterprises

blaujournal.com

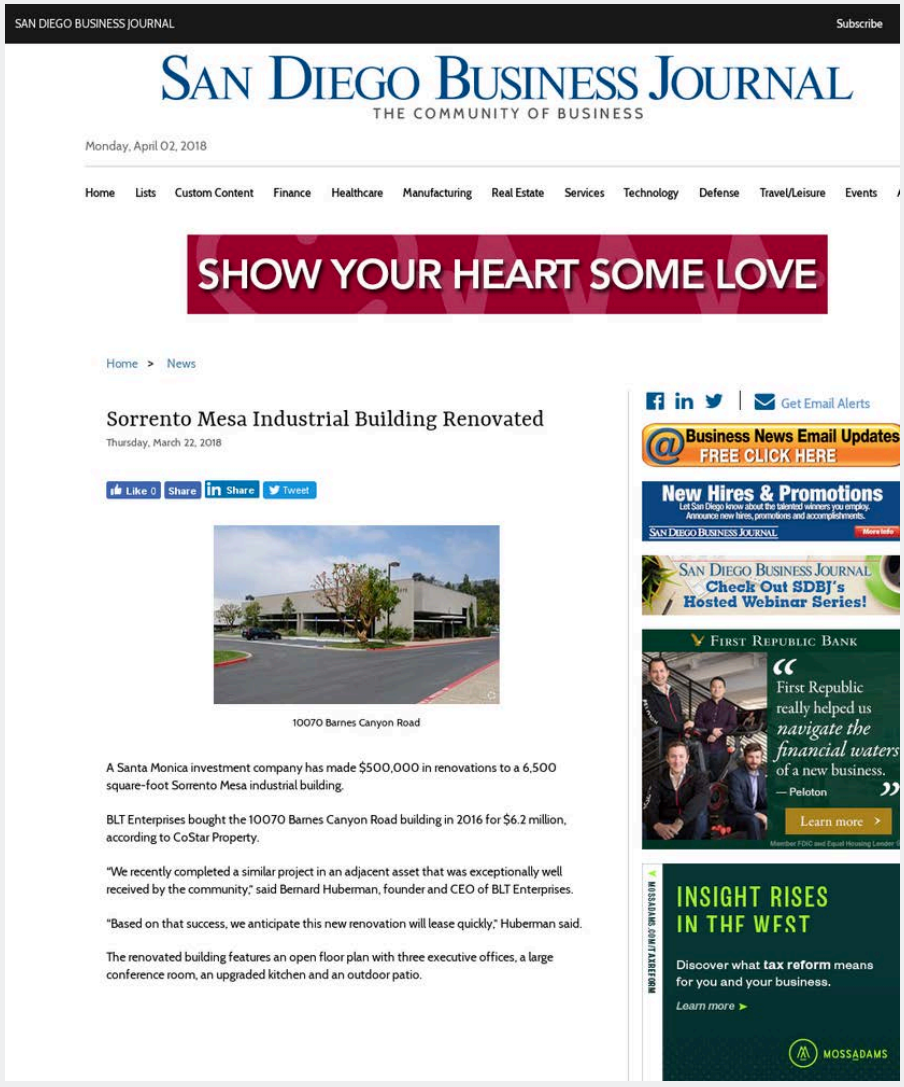


March 20, 2018 ONLINE

BLAU Journal (61-105)

blaujournal.com/blt-enterprises-transform...

sdbj.com

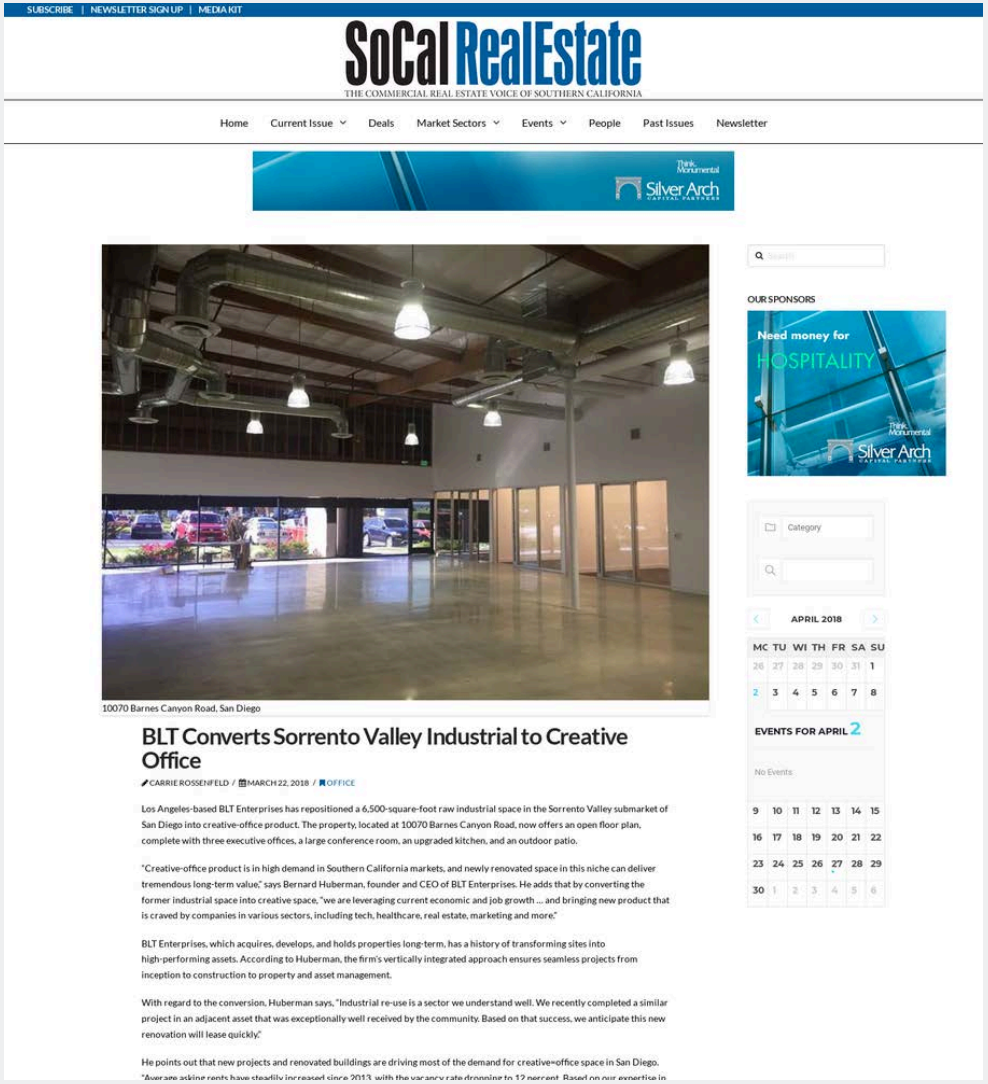


March 22, 2018 ONLINE

San Diego Business Journal (61-105)

sdbj.com/news/2018/mar/22/sorrento-me...

socal-re.com



March 22, 2018 ONLINE

So Cal Real Estate (61-105)

socal-re.com/378-2/

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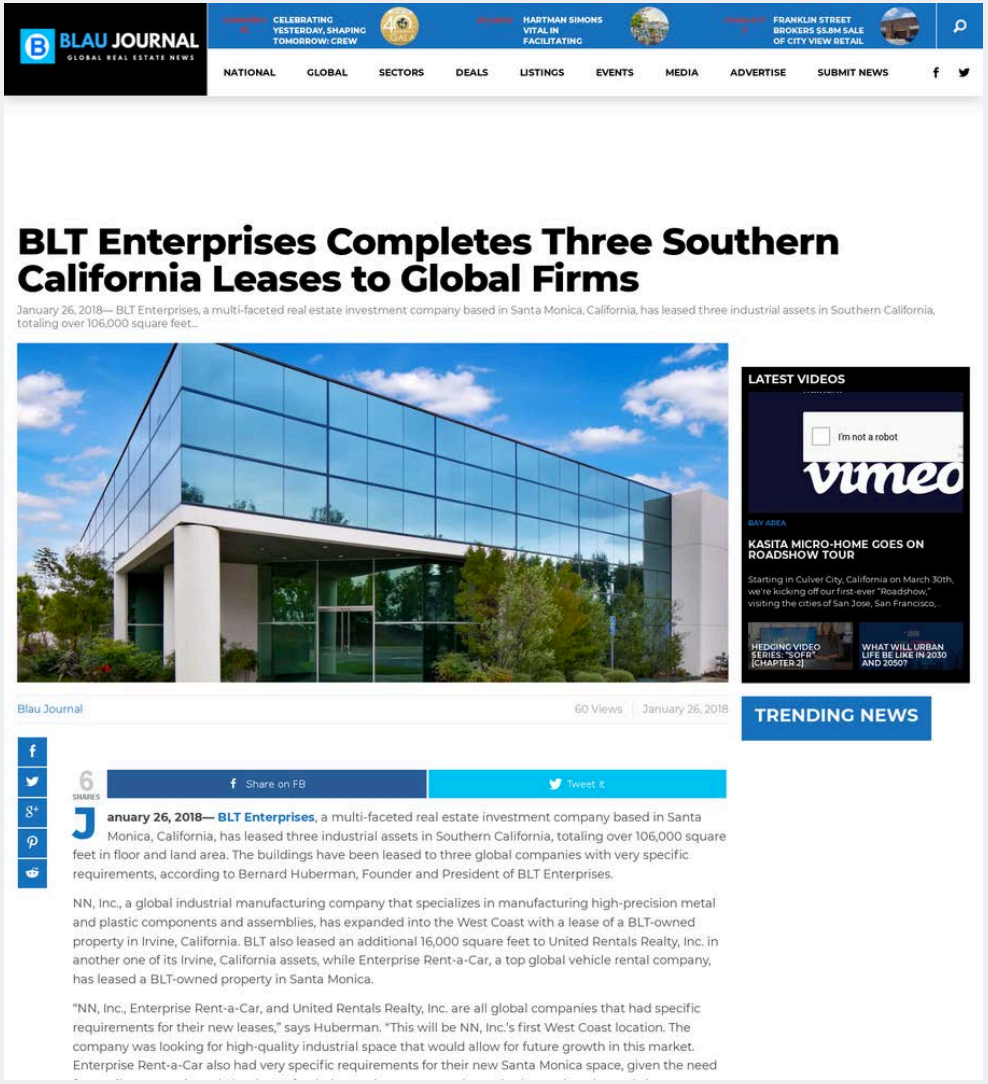
January 26, 2018 ONLINE

Blau Journal (61-096)

blaujournal.com/blt-enterprises-complete...



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BLT Enterprises Completes Three Southern California Leases to Global Firms

January 26, 2018— BLT Enterprises, a multi-faceted real estate investment company based in Santa Monica, California, has leased three industrial assets in Southern California, totaling over 106,000 square feet...

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Blau Journal 60 Views | January 26, 2018

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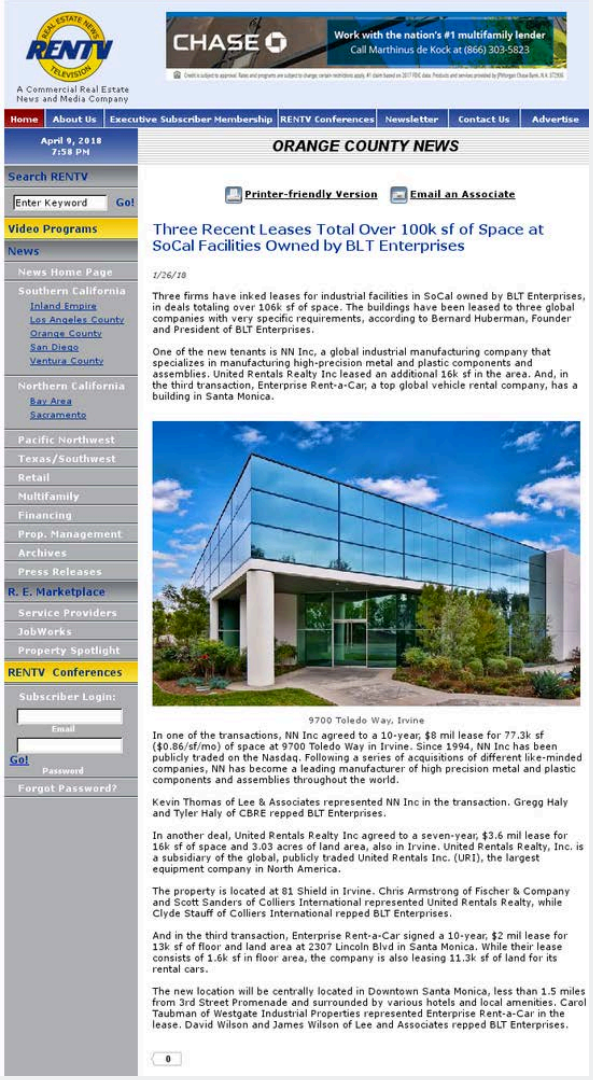
January 26, 2018— BLT Enterprises, a multi-faceted real estate investment company based in Santa Monica, California, has leased three industrial assets in Southern California, totaling over 106,000 square feet in floor and land area. The buildings have been leased to three global companies with very specific requirements, according to Bernard Huberman, Founder and President of BLT Enterprises.

NN, Inc., a global industrial manufacturing company that specializes in manufacturing high-precision metal and plastic components and assemblies, has expanded into the West Coast with a lease of a BLT-owned property in Irvine, California. BLT also leased an additional 16,000 square feet to United Rentals Realty, Inc. in another one of its Irvine, California assets, while Enterprise Rent-a-Car, a top global vehicle rental company, has leased a BLT-owned property in Santa Monica.

"NN, Inc., Enterprise Rent-a-Car, and United Rentals Realty, Inc. are all global companies that had specific requirements for their new leases," says Huberman. "This will be NN, Inc.'s first West Coast location. The company was looking for high-quality industrial space that would allow for future growth in this market. Enterprise Rent-a-Car also had very specific requirements for their new Santa Monica space, given the need

rentv.com



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ORANGE COUNTY NEWS

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Three Recent Leases Total Over 100k sf of Space at SoCal Facilities Owned by BLT Enterprises

1/26/18

Three firms have inked leases for industrial facilities in SoCal owned by BLT Enterprises, in deals totaling over 106k sf of space. The buildings have been leased to three global companies with very specific requirements, according to Bernard Huberman, Founder and President of BLT Enterprises.

One of the new tenants is NN Inc, a global industrial manufacturing company that specializes in manufacturing high-precision metal and plastic components and assemblies. United Rentals Realty Inc leased an additional 16k sf in the area. And, in the third transaction, Enterprise Rent-a-Car, a top global vehicle rental company, has a building in Santa Monica.

9700 Toledo Way, Irvine

In one of the transactions, NN Inc agreed to a 10-year, $8 mil lease for 77.3k sf ($0.86/sf/mo) of space at 9700 Toledo Way in Irvine. Since 1994, NN Inc has been publicly traded on the Nasdaq. Following a series of acquisitions of different like-minded companies, NN has become a leading manufacturer of high precision metal and plastic components and assemblies throughout the world.

Kevin Thomas of Lee & Associates represented NN Inc in the transaction. Gregg Haly and Tyler Haly of CBRE repped BLT Enterprises.

In another deal, United Rentals Realty Inc agreed to a seven-year, $3.6 mil lease for 16k sf of space and 3.03 acres of land area, also in Irvine. United Rentals Realty, Inc. is a subsidiary of the global, publicly traded United Rentals Inc. (URI), the largest equipment company in North America.

The property is located at 81 Shield in Irvine. Chris Armstrong of Fischer & Company and Scott Sanders of Colliers International represented United Rentals Realty, while Clyde Stauff of Colliers International repped BLT Enterprises.

And in the third transaction, Enterprise Rent-a-Car signed a 10-year, $2 mil lease for 13k sf of floor and land area at 2307 Lincoln Blvd in Santa Monica. While their lease consists of 1.6k sf in floor area, the company is also leasing 11.3k sf of land for its rental cars.

The new location will be centrally located in Downtown Santa Monica, less than 1.5 miles from 3rd Street Promenade and surrounded by various hotels and local amenities. Carol Taubman of Westgate Industrial Properties represented Enterprise Rent-a-Car in the lease. David Wilson and James Wilson of Lee and Associates repped BLT Enterprises.

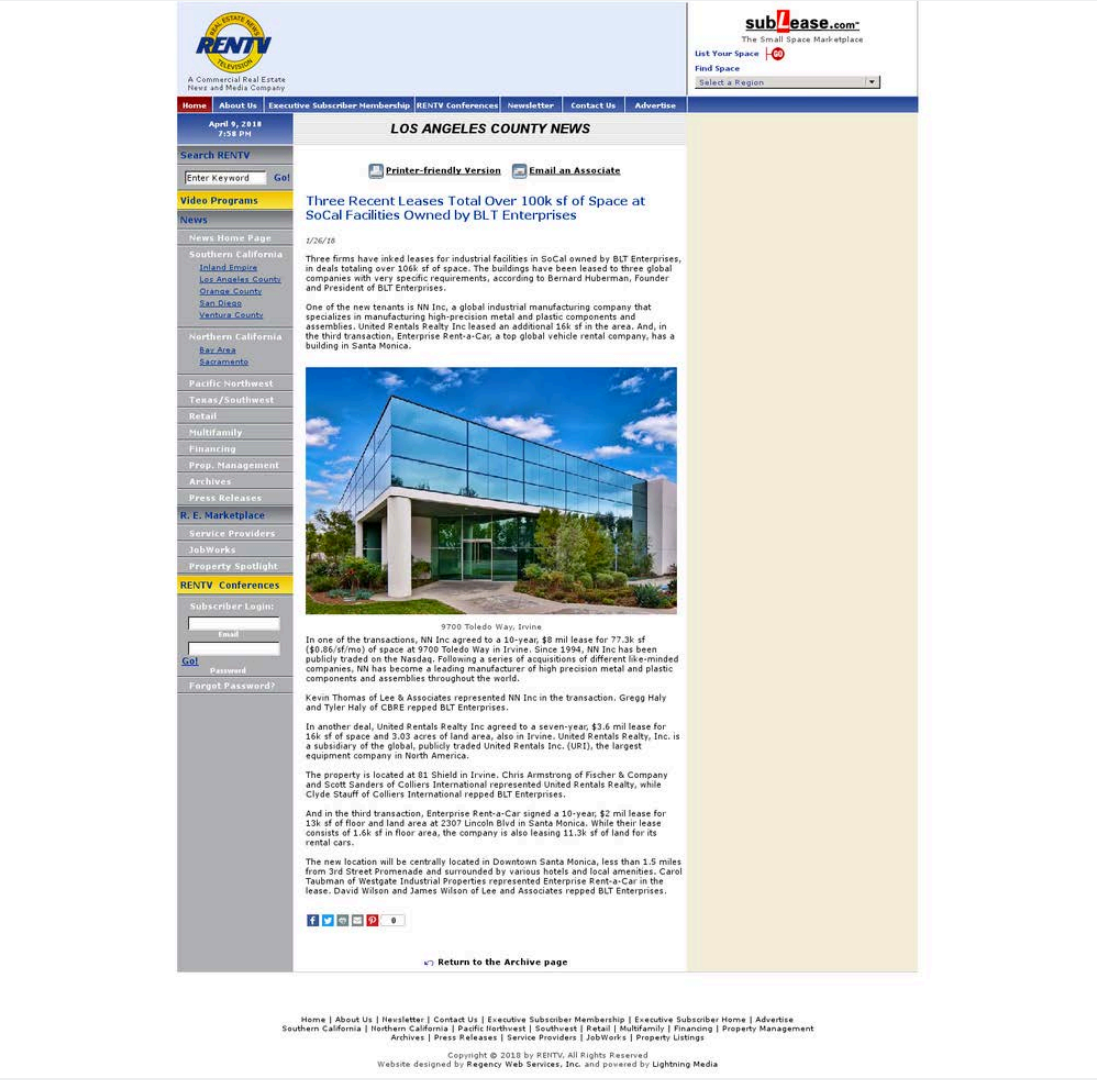
0

January 26, 2018 ONLINE

RENTV (61-096)

rentv.com/content/southerncalifornia/ora...

rentv.com



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LOS ANGELES COUNTY NEWS

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1/26/18

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The new location will be centrally located in Downtown Santa Monica, less than 1.5 miles from 3rd Street Promenade and surrounded by various hotels and local amenities. Carol Taubman of Westgate Industrial Properties represented Enterprise Rent-a-Car in the lease. David Wilson and James Wilson of Lee and Associates repped BLT Enterprises.

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cpexecutive.com

January 26, 2018 ONLINE

Commercial Property Executive (61-105)

cpexecutive.com/post/blt-enterprises-inks...

COMMERCIAL PROPERTY EXECUTIVE

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BLT Enterprises Inks 3 SoCal Leases

Enterprise Rent-a-Car, NN Inc. and United Rentals Realty have signed industrial leases totaling more than 100,000 square feet in Irvine and Santa Monica.

by Jeff Hamann | Jan 26, 2018

Los Angeles Orange County West More Subscribe to CPE

BLT Enterprises has leased three of its industrial assets in Southern California, totaling 94,960 square feet of building space and 11,311 square feet of land. Two of the buildings are located in Irvine, Calif., and one in Santa Monica, Calif. BLT's transactions come following the firm's closing of a number of other Southern California industrial leases last year.

9700 Toledo Way, Irvine, Calif.

"We create environments for our tenants that are uniquely suited to their needs and adapt with them so that they can lease from us long term," said Bernard Huberman, founder & president of BLT, in a prepared statement. *"We are able to find them new locations within our portfolio of properties, as well as perform our own entitlements and construction process if a tenant requires additional space over time."*

THREE LOCATIONS, THREE LEASES

81 Shield, Irvine, Calif.

The first building, fully leased by NN Inc., is a 77,313-square-foot facility located at 9700 Toledo Way in Irvine. The 10-year lease's value is upwards of $8 million. NN Inc., a manufacturer of precision metal and plastic components, was represented by Kevin Thomas of Lee & Associates, with CBRE's Gregg and Tyler Haly leading negotiations for BLT.

The second building in Irvine, at 81 Shield, contains industrial and office space totaling 16,000 square feet. The entire property, sitting on a 3-acre parcel one mile from Interstate 5, was leased to United Rentals Realty for seven years. The lease is valued at approximately $3.6 million. Chris Armstrong from Fischer & Co., along with Colliers' Scott Sanders, worked on behalf of United in the transaction, with Clyde Stauff of Colliers representing the landlord.

Located at 2307 Lincoln Blvd., in Santa Monica, Enterprise Rent-a-Car signed a 10-year lease worth more than $2 million at the third property for 1,647 square feet of retail and industrial space, in addition to 11,311 square feet of land, which will be used for rental car storage. The firm will operate a rental car service in the building, situated near Interstate 10 and about one mile from the city's downtown area. Carol Taubman from Westgate Industrial Properties spearheaded negotiations for Enterprise in the transaction, with David and James Wilson of Lee & Associates working on behalf of BLT.

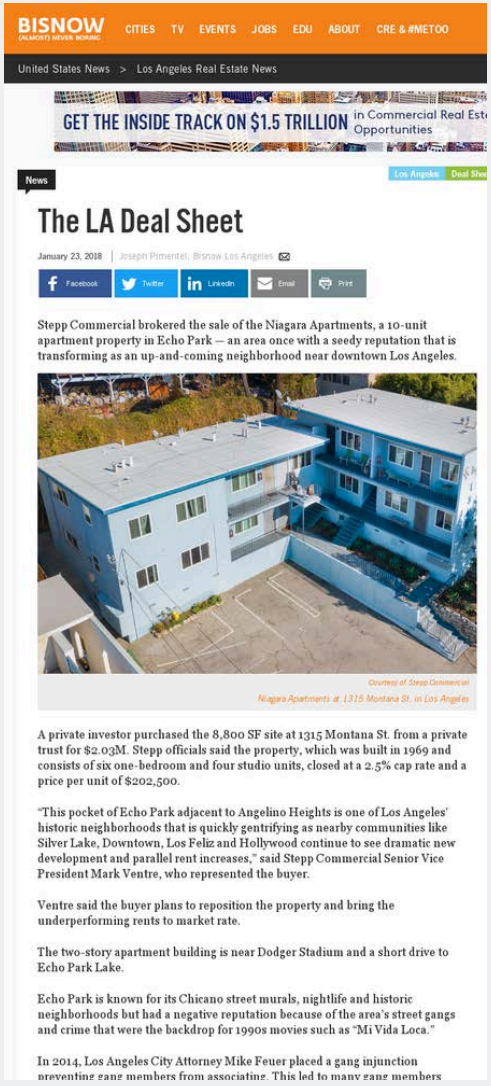
Images courtesy of BLT Enterprises

BLT Enterprises CBRE Colliers International Fischer & Company Lee & Associates

January 23, 2018 ONLINE

Bisnow (61-102)

bisnow.com/los-angeles/news/deal-sheet...



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News

The LA Deal Sheet

January 23, 2018 | Joseph Pimentel, Bisnow Los Angeles

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Stepp Commercial brokered the sale of the Niagara Apartments, a 10-unit apartment property in Echo Park — an area once with a seedy reputation that is transforming as an up-and-coming neighborhood near downtown Los Angeles.

Courtesy of Stepp Commercial

Niagara Apartments at 1315 Montana St. in Los Angeles

A private investor purchased the 8,800 SF site at 1315 Montana St. from a private trust for $2.03M. Stepp officials said the property, which was built in 1969 and consists of six one-bedroom and four studio units, closed at a 2.5% cap rate and a price per unit of $202,500.

"This pocket of Echo Park adjacent to Angelino Heights is one of Los Angeles' historic neighborhoods that is quickly gentrifying as nearby communities like Silver Lake, Downtown, Los Feliz and Hollywood continue to see dramatic new development and parallel rent increases," said Stepp Commercial Senior Vice President Mark Ventre, who represented the buyer.

Ventre said the buyer plans to reposition the property and bring the underperforming rents to market rate.

The two-story apartment building is near Dodger Stadium and a short drive to Echo Park Lake.

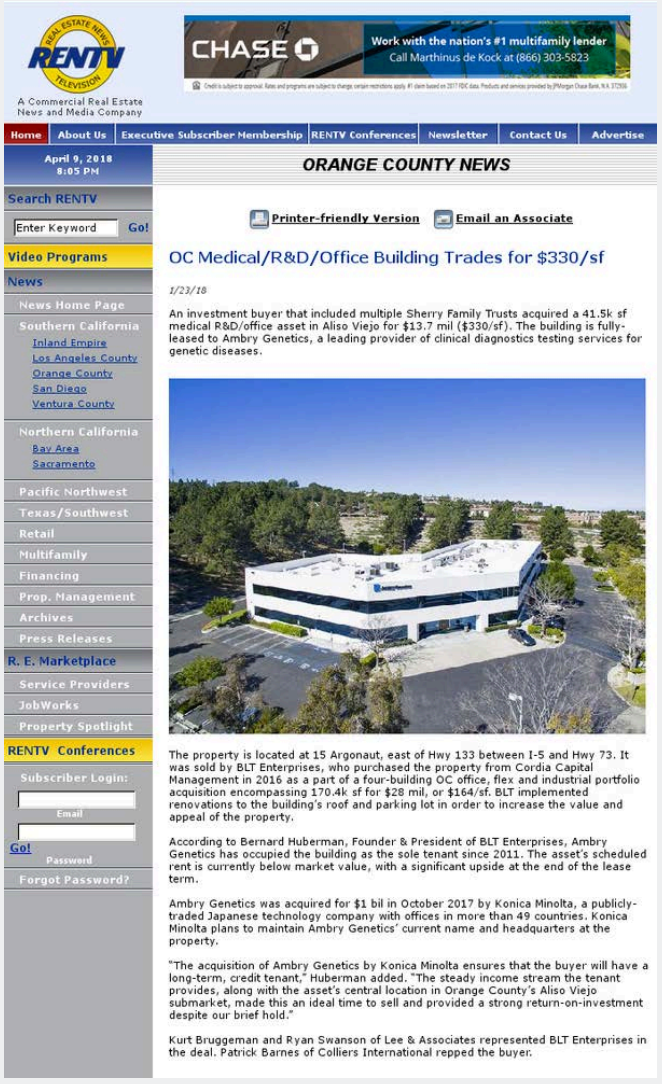
Echo Park is known for its Chicano street murals, nightlife and historic neighborhoods but had a negative reputation because of the area's street gangs and crime that were the backdrop for 1990s movies such as "Mi Vida Loca."

In 2014, Los Angeles City Attorney Mike Feuer placed a gang injunction preventing gang members from associating. This led to many gang members

January 23, 2018 ONLINE

RENTV (61-102)

rentv.com/content/southerncalifornia/ora...



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ORANGE COUNTY NEWS

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OC Medical/R&D/Office Building Trades for $330/sf

1/23/18

An investment buyer that included multiple Sherry Family Trusts acquired a 41.5k sf medical R&D/office asset in Aliso Viejo for $13.7 mil ($330/sf). The building is fully-leased to Ambry Genetics, a leading provider of clinical diagnostics testing services for genetic diseases.

The property is located at 15 Argonaut, east of Hwy 133 between I-5 and Hwy 73. It was sold by BLT Enterprises, who purchased the property from Cordia Capital Management in 2016 as a part of a four-building OC office, flex and industrial portfolio acquisition encompassing 170.4k sf for $28 mil, or $164/sf. BLT implemented renovations to the building's roof and parking lot in order to increase the value and appeal of the property.

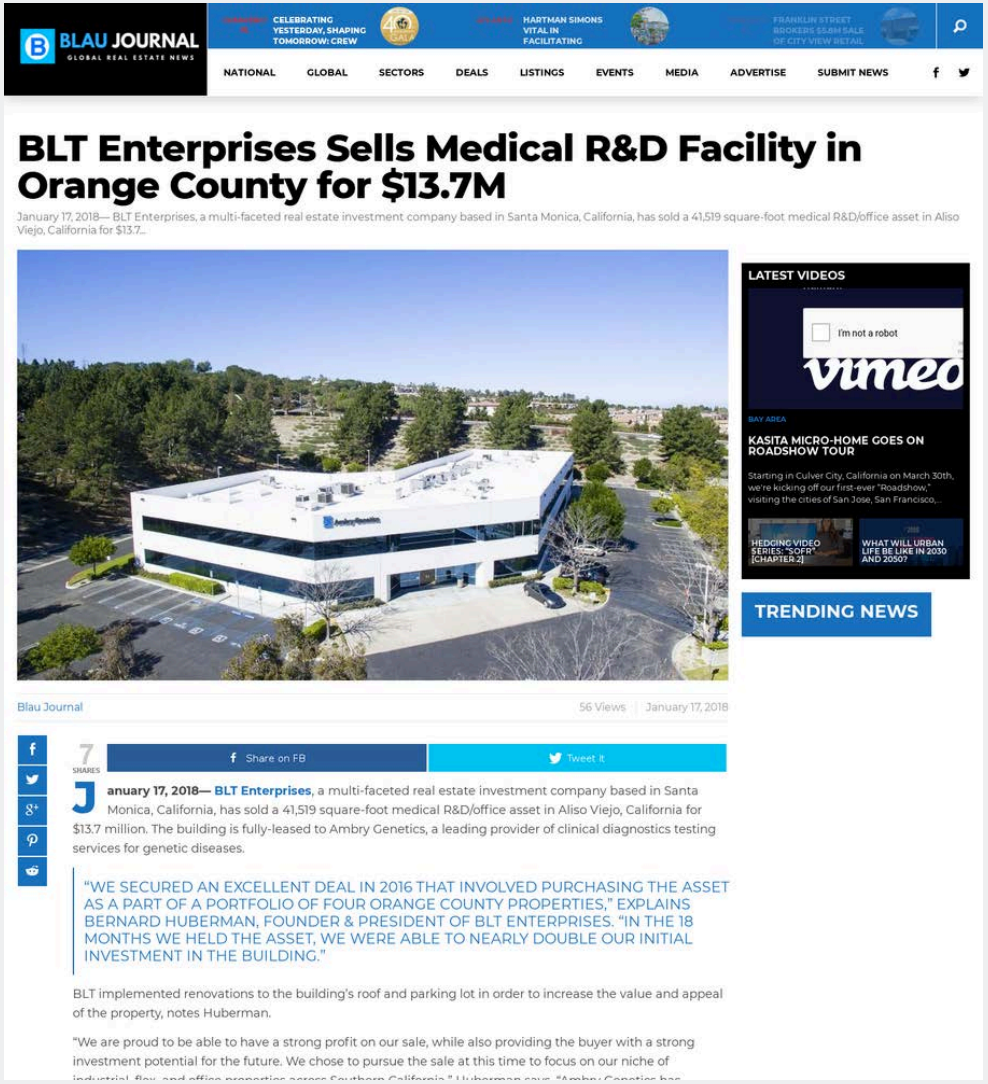
According to Bernard Huberman, Founder & President of BLT Enterprises, Ambry Genetics has occupied the building as the sole tenant since 2011. The asset's scheduled rent is currently below market value, with a significant upside at the end of the lease term.

Ambry Genetics was acquired for $1 bil in October 2017 by Konica Minolta, a publicly-traded Japanese technology company with offices in more than 49 countries. Konica Minolta plans to maintain Ambry Genetics' current name and headquarters at the property.

"The acquisition of Ambry Genetics by Konica Minolta ensures that the buyer will have a long-term, credit tenant," Huberman added. "The steady income stream the tenant provides, along with the asset's central location in Orange County's Aliso Viejo submarket, made this an ideal time to sell and provided a strong return-on-investment despite our brief hold."

Kurt Bruggeman and Ryan Swanson of Lee & Associates represented BLT Enterprises in the deal. Patrick Barnes of Colliers International repped the buyer.

blaujournal.com

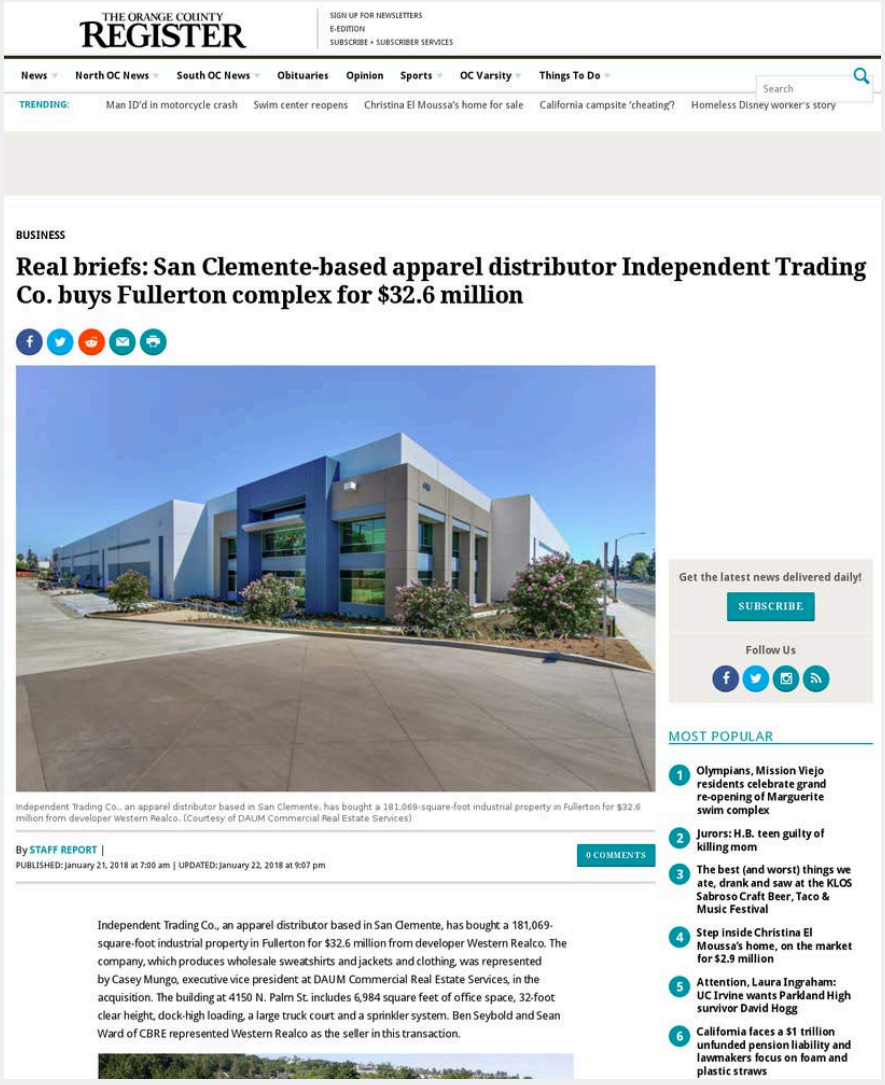


January 17, 2018 ONLINE

Blau Journal (61-102)

blaujournal.com/blt-enterprises-sells-med...

OC Register



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TRENDING: Man ID'd in motorcycle crash | Swim center reopens | Christina El Moussa's home for sale | California campsite 'cheating'? | Homeless Disney worker's story

BUSINESS

Real briefs: San Clemente-based apparel distributor Independent Trading Co. buys Fullerton complex for $32.6 million

Independent Trading Co., an apparel distributor based in San Clemente, has bought a 181,069-square-foot industrial property in Fullerton for $32.6 million from developer Western Realco. (Courtesy of DAUM Commercial Real Estate Services)

By STAFF REPORT |
PUBLISHED: January 21, 2018 at 7:00 am | UPDATED: January 22, 2018 at 9:07 pm

0 COMMENTS

Independent Trading Co., an apparel distributor based in San Clemente, has bought a 181,069-square-foot industrial property in Fullerton for $32.6 million from developer Western Realco. The company, which produces wholesale sweatshirts and jackets and clothing, was represented by Casey Mungo, executive vice president at DAUM Commercial Real Estate Services, in the acquisition. The building at 4150 N. Palm St. includes 6,984 square feet of office space, 32-foot clear height, dock-high loading, a large truck court and a sprinkler system. Ben Seybold and Sean Ward of CBRE represented Western Realco as the seller in this transaction.

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January 21, 2018 ONLINE

Orange County Register (61-102)

ocregister.com/2018/01/21/real-briefs-san-...

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LOS ANGELES

Middle Market Digest

Middle Market Digest: This Week In Southwest

JANUARY 19, 2018 | BY KELSI MAREE BORLAND

Here's a look at this week's trends, announcements and deals that you may have missed in Southern California, Utah, Arizona and Nevada.

Middle Market Digest
This Week In
The Southwest

Here's a look at this week's trends, announcements and deals that you may have missed in Southern California, Utah, Arizona and Nevada.

ORANGE COUNTY, CA—**BLT Enterprises** has sold a 41,519 square-foot medical R&D/office asset in Aliso Viejo, California for $13.7 million. The building is fully-leased to **Ambry Genetics**, a leading provider of clinical diagnostics testing services for genetic diseases. BLT implemented renovations to the building's roof and parking lot in order to increase the value and appeal of the property. Ambry Genetics was acquired for $1 billion in October 2017 by Konica Minolta, a publicly-traded Japanese technology company with offices in more than 49 countries. Konica Minolta plans to maintain Ambry Genetics' current name and headquarters at the property.

January 19, 2018 ONLINE

GlobeSt.com (61-102)

globest.com/sites/kelsimareeborland/201...

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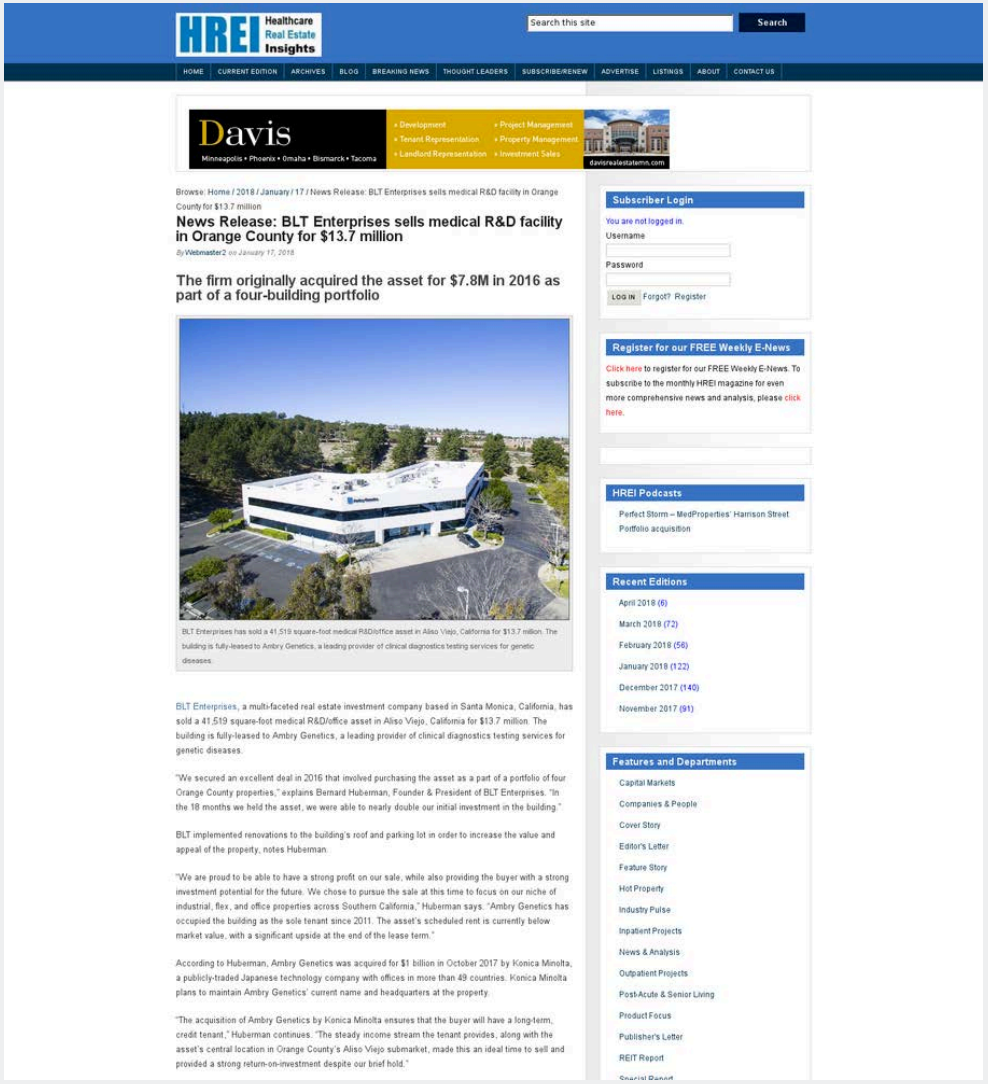
January 17, 2018 ONLINE

Healthcare Real Estate Insights (61-102)

wolfmediausa.com/2018/01/17/news-relea...



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News Release: BLT Enterprises sells medical R&D facility in Orange County for $13.7 million

By Webmaster2 on January 17, 2018

The firm originally acquired the asset for $7.8M in 2016 as part of a four-building portfolio

BLT Enterprises has sold a 41,519 square-foot medical R&D/office asset in Aliso Viejo, California for $13.7 million. The building is fully-leased to Ambry Genetics, a leading provider of clinical diagnostics testing services for genetic diseases.

BLT Enterprises, a multi-faceted real estate investment company based in Santa Monica, California, has sold a 41,519 square-foot medical R&D/office asset in Aliso Viejo, California for $13.7 million. The building is fully-leased to Ambry Genetics, a leading provider of clinical diagnostics testing services for genetic diseases.

"We secured an excellent deal in 2016 that involved purchasing the asset as a part of a portfolio of four Orange County properties," explains Bernard Huberman, Founder & President of BLT Enterprises. "In the 18 months we held the asset, we were able to nearly double our initial investment in the building."

BLT implemented renovations to the building's roof and parking lot in order to increase the value and appeal of the property, notes Huberman.

"We are proud to be able to have a strong profit on our sale, while also providing the buyer with a strong investment potential for the future. We chose to pursue the sale at this time to focus on our niche of industrial, flex, and office properties across Southern California," Huberman says. "Ambry Genetics has occupied the building as the sole tenant since 2011. The asset's scheduled rent is currently below market value, with a significant upside at the end of the lease term."

According to Huberman, Ambry Genetics was acquired for $1 billion in October 2017 by Konica Minolta, a publicly-traded Japanese technology company with offices in more than 49 countries. Konica Minolta plans to maintain Ambry Genetics' current name and headquarters at the property.

"The acquisition of Ambry Genetics by Konica Minolta ensures that the buyer will have a long-term, credit tenant," Huberman continues. "The steady income stream the tenant provides, along with the asset's central location in Orange County's Aliso Viejo submarket, made this an ideal time to sell and provided a strong return-on-investment despite our brief hold."

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2 | REAL ESTATE | THE ORANGE COUNTY REGISTER ▸ OCREGISTER.COM SUNDAY, JANUARY 21, 2018

Real estate briefly

Independent Trading Co. buys Fullerton complex for $32.6M

Independent Trading Co., an apparel distributor based in San Clemente, has bought a 181,069-square-foot industrial property in Fullerton for $32.6 million from developer Western Realco. The company, which produces wholesale sweatshirts and jackets and clothing, was represented by DAUM Commercial Real Estate Services in the acquisition. The building at 4150 N. Palm St. includes 6,984 square feet of office space, 32-foot clear height, dock-high loading, a large truck court and a sprinkler system. Ben Seybold and Sean Ward of CBRE represented Western Realco as the seller in this transaction.

• Irvine-based real estate developer Meridian has bought three existing buildings on five parcels in downtown Long Beach for $3.45 million. The properties, at 1078-1090 Atlantic Blvd., are across the street from Dignity Health's St. Mary's Medical Center, a 289-bed, Level II trauma center. Meridian plans to spend $3.1 million on the development of a new, single-story, 9,200-square-foot ambulatory, out-patient clinic.

The medical office building will house a dialysis clinic. The project will include repurposing an existing two-story building into a new single-story building. Meridian will demolish two existing structures and merge the lots to create a single parcel for the development. Demolition will begin this month, and construction will be completed by the end of the year. The value of the project upon completion is estimated to be $8.4 million.

Becky Blair, president and principal at Coldwell Banker Commercial in Long Beach, represented Meridian in the sale. Dan Weil, vice president at Colliers International in L.A., represented the seller, a local private investor.

• ValueRock Realty Partners in Irvine has acquired two retail properties in Northern California for nearly $30 million. ValueRock acquired University Village, a 43,858-square-foot grocery-anchored retail center at 1075-1095 Monroe St. in Albany, for $10.25 million and Sprouts Farmers Market at 90 SE Bidwell St. in Folsom for $9.25 million.

Both properties were acquired from Twin Cities-based development company Oppidan. University Village is anchored by Sprouts Farmers Market, along with Pet Food Express, Starbucks, Banfield Pet Hospital, and The Habit Burger. The property is at the western gateway to UC Berkeley.

• The Ambry Genetics headquarters in Aliso Viejo was sold for $13.7 million to a family trust. BLT Enterprises, a real estate investment company in Santa Monica, sold the 41,519-square-foot medical R&D/office asset after renovating the building's roof and parking lot. Ambry Genetics was acquired for $1 billion in October by Konica Minolta, a Japanese tech company with offices worldwide. Konica Minolta, according to BLT, plans to maintain Ambry Genetics' current name and headquarters at the property.

BLT acquired the property at 15 Argonaut from Cordia Capital Management in 2016. Kurt Bruggeman and Ryan Swanson of Lee & Associates represented BLT as the seller. Patrick Barnes of Colliers International represented the buyer, which included multiple Sherry Family Trusts.

New ventures

Lifescapes International, a landscape architectural company in Newport Beach, will design the landscape environment for the redevelopment of two entertainment centers in Myrtle Beach, S.C. Burroughs & Chapin, a South Carolina-based real estate investment trust, is redeveloping Barefoot Landing, a popular retail and entertainment complex along the Intracoastal Waterway, and Broadway at the Beach.

DAUM COMMERCIAL REAL ESTATE SERVICES

Independent Trading Co., an apparel distributor based in San Clemente, has bought a 181,069-square-foot industrial property in Fullerton for $32.6 million from developer Western Realco.

MERIDIAN

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LIFESCAPES INTERNATIONAL

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VALUEROCK

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BLT ENTERPRISES

The Ambry Genetics headquarters in Aliso Viejo has been sold for $13.7 million to a family trust. BLT Enterprises, a real estate investment company in Santa Monica, sold the 41,519-square-foot medical R&D/office asset after renovating the building's roof and parking lot.

Smith

People in real estate

Jeb Smith has joined the Huntington Beach office of Coldwell Banker Residential Brokerage as an affiliate agent. Previously, Smith was a broker associate with Re/Max Terrasol.

signed by Architecta Orange and built by Snyder Langston. The interior spaces were designed by H. Hendy Associates and the landscape designed by Urban Arena.

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January 23, 2018

OC Register Print (61-102)

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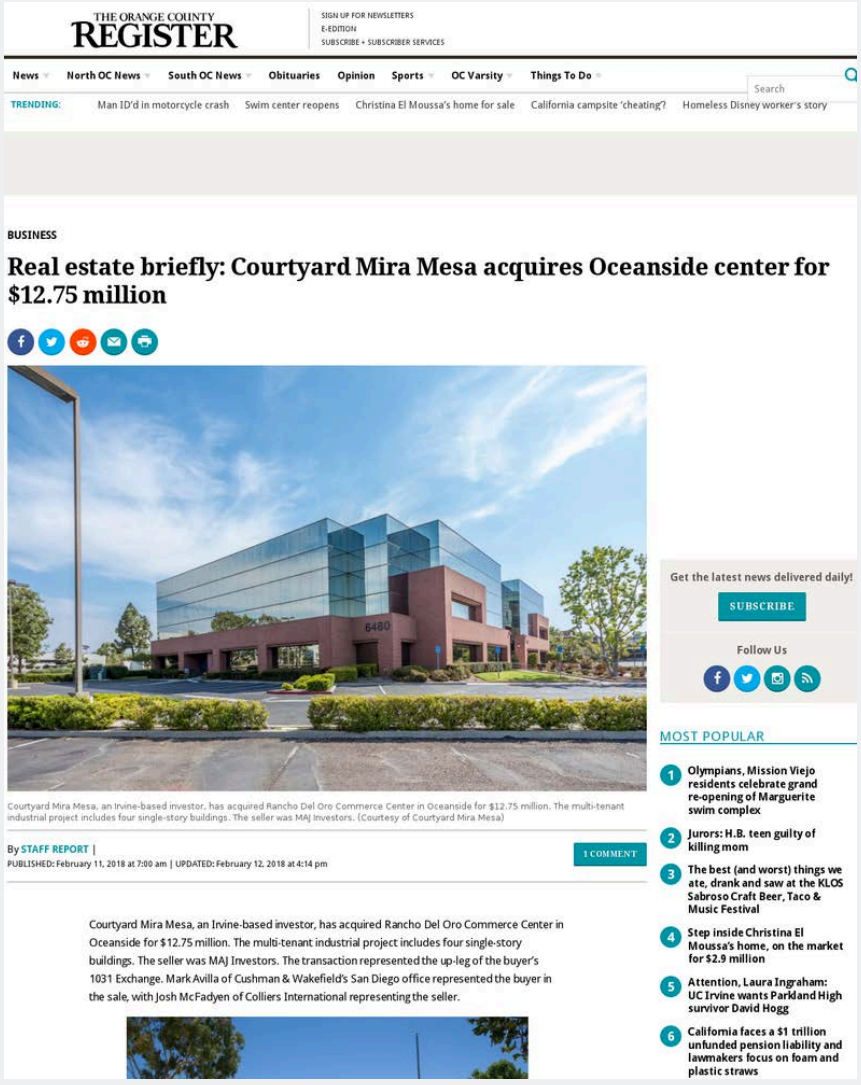

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BUSINESS

Real estate briefly: Courtyard Mira Mesa acquires Oceanside center for $12.75 million

Courtyard Mira Mesa, an Irvine-based investor, has acquired Rancho Del Oro Commerce Center in Oceanside for $12.75 million. The multi-tenant industrial project includes four single-story buildings. The seller was MAJ Investors. (Courtesy of Courtyard Mira Mesa)

By STAFF REPORT |
PUBLISHED: February 11, 2018 at 7:00 am | UPDATED: February 12, 2018 at 4:14 pm

1 COMMENT

Courtyard Mira Mesa, an Irvine-based investor, has acquired Rancho Del Oro Commerce Center in Oceanside for $12.75 million. The multi-tenant industrial project includes four single-story buildings. The seller was MAJ Investors. The transaction represented the up-leg of the buyer's 1031 Exchange. Mark Avilla of Cushman & Wakefield's San Diego office represented the buyer in the sale, with Josh McFadyen of Colliers International representing the seller.

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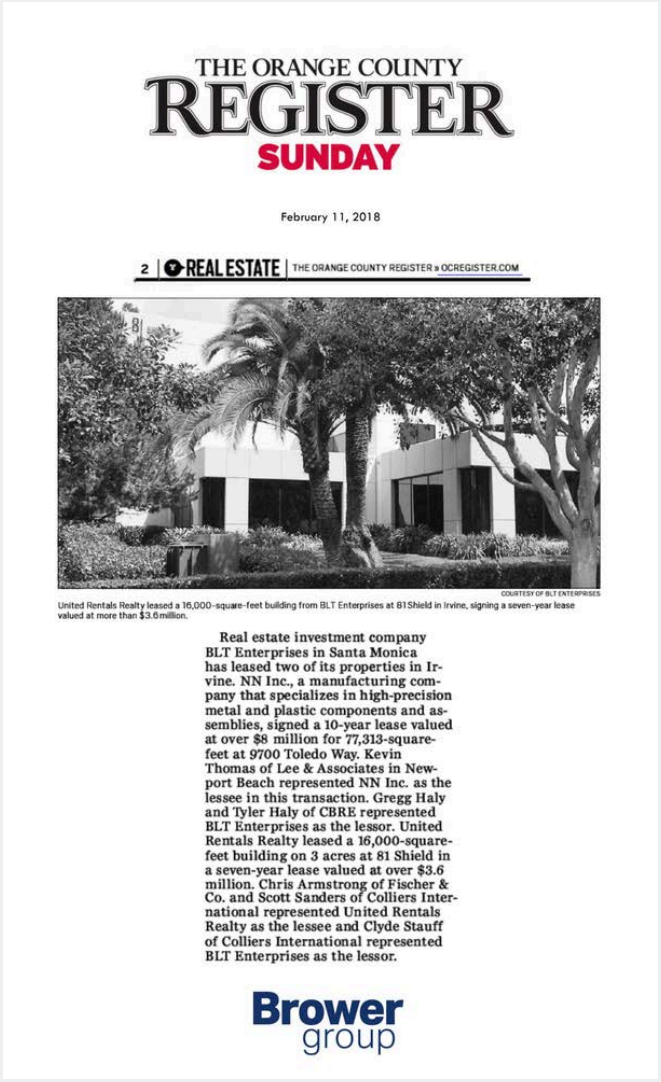
February 11, 2018 ONLINE

Orange County Register (61-096)

ocregister.com/2018/02/11/real-estate-bri...



THE ORANGE COUNTY
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SUNDAY

February 11, 2018

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COURTESY OF BLT ENTERPRISES

United Rentals Realty leased a 16,000-square-feet building from BLT Enterprises at 81 Shield in Irvine, signing a seven-year lease valued at more than $3.6 million.

Real estate investment company BLT Enterprises in Santa Monica has leased two of its properties in Irvine. NN Inc., a manufacturing company that specializes in high-precision metal and plastic components and assemblies, signed a 10-year lease valued at over $8 million for 77,313-square-feet at 9700 Toledo Way. Kevin Thomas of Lee & Associates in Newport Beach represented NN Inc. as the lessee in this transaction. Gregg Haly and Tyler Haly of CBRE represented BLT Enterprises as the lessor. United Rentals Realty leased a 16,000-square-feet building on 3 acres at 81 Shield in a seven-year lease valued at over $3.6 million. Chris Armstrong of Fischer & Co. and Scott Sanders of Colliers International represented United Rentals Realty as the lessee and Clyde Stauff of Colliers International represented BLT Enterprises as the lessor.

Brower group

February 11, 2018

OC Register Print (61-102)

sandiegometro.com

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BLT Enterprises purchased this building at 2819 Loker Ave., Carlsbad

BLT Enterprises Acquires Carlsbad Industrial Property for $38.3 Million

BLT Enterprises, a real estate investment company, has acquired a 166,310-square-foot industrial building in Carlsbad that is fully leased to Acushnet Company, manufacturer of golf balls, clubs, shoes, gloves and other golfing equipment and accessories.

The property was acquired off-market for $38.3 million.

Ron Jacobson of SD Realty Partners represented BLT Enterprises as the buyer, and Aric Starck of Cushman & Wakefield's San Diego office represented HGREIT II 2819 LOKER LP as the seller in the transaction.

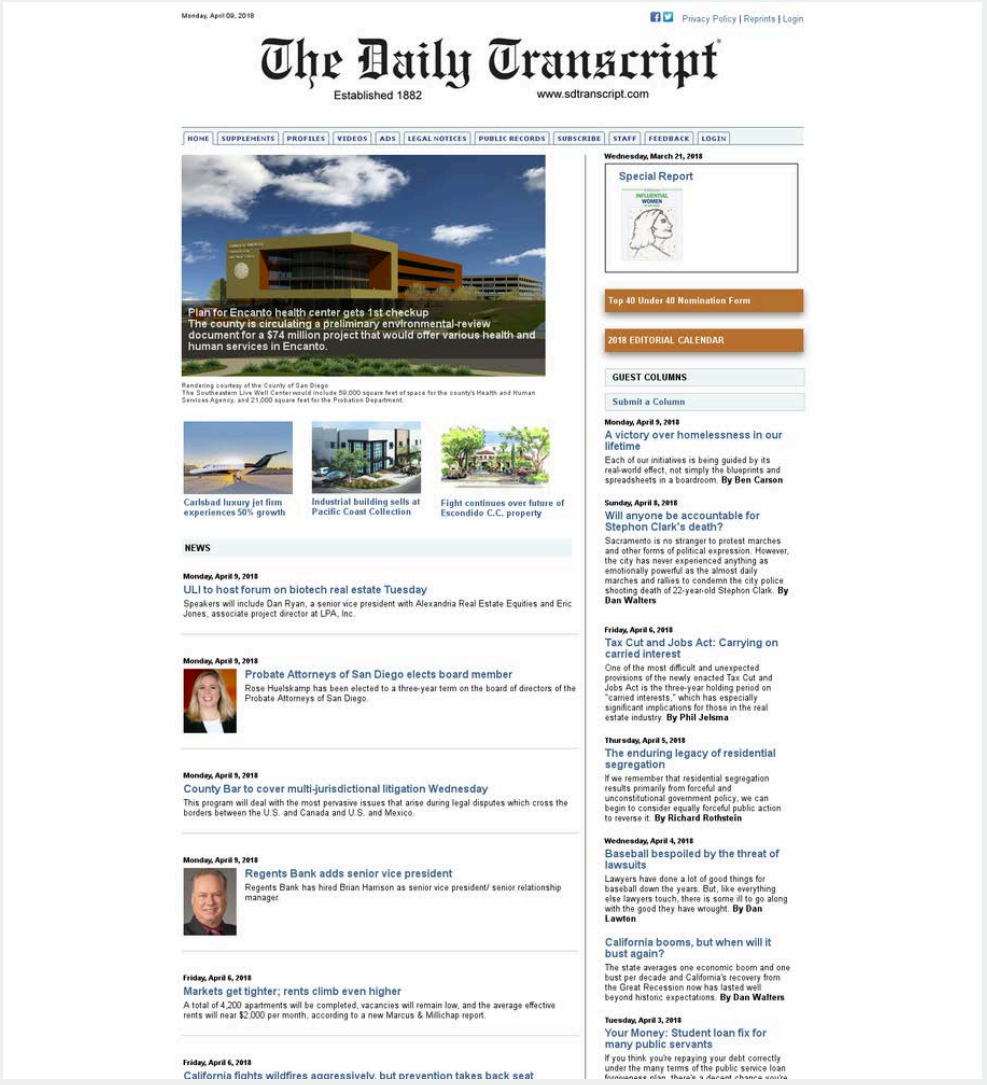
The property is located at 2819 Loker Ave.

April 02, 2018 ONLINE

San Diego Metro Magazine (61-111)

sandiegometro.com/2018/04/daily-busine...

sdtranscript.com



Monday, April 09, 2018

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Plan for Encanto health center gets 1st checkup
The county is circulating a preliminary environmental-review document for a $74 million project that would offer various health and human services in Encanto.

Rendering courtesy of the County of San Diego
The Southeastern Live Well Center would include 59,000 square feet of space for the county's Health and Human Services Agency, and 21,000 square feet for the Probation Department.

Carlsbad luxury jet firm experiences 50% growth

Industrial building sells at Pacific Coast Collection

Fight continues over future of Escondido C.C. property

NEWS

Monday, April 9, 2018
ULI to host forum on biotech real estate Tuesday
Speakers will include Dan Ryan, a senior vice president with Alexandria Real Estate Equities and Eric Jones, associate project director at LPA, Inc.

Monday, April 9, 2018
Probate Attorneys of San Diego elects board member
Rose Huelskamp has been elected to a three-year term on the board of directors of the Probate Attorneys of San Diego.

Monday, April 9, 2018
County Bar to cover multi-jurisdictional litigation Wednesday
This program will deal with the most pervasive issues that arise during legal disputes which cross the borders between the U.S. and Canada and U.S. and Mexico.

Monday, April 9, 2018
Regents Bank adds senior vice president
Regents Bank has hired Brian Harrison as senior vice president/ senior relationship manager.

Friday, April 6, 2018
Markets get tighter; rents climb even higher
A total of 4,200 apartments will be completed, vacancies will remain low, and the average effective rents will near $2,000 per month, according to a new Marcus & Millichap report.

Friday, April 6, 2018
California fights wildfires aggressively, but prevention takes back seat

Wednesday, March 21, 2018

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One of the most difficult and unexpected provisions of the newly enacted Tax Cut and Jobs Act is the three-year holding period on "carried interests," which has especially significant implications for those in the real estate industry. By Phil Jelsma

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The enduring legacy of residential segregation
If we remember that residential segregation results primarily from forceful and unconstitutional government policy, we can begin to consider equally forceful public action to reverse it. By Richard Rothstein

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Baseball bespoiled by the threat of lawsuits
Lawyers have done a lot of good things for baseball down the years. But, like everything else lawyers touch, there is some ill to go along with the good they have wrought. By Dan Lawton

California booms, but when will it bust again?
The state averages one economic boom and one bust per decade and California's recovery from the Great Recession now has lasted well beyond historic expectations. By Dan Walters

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Your Money: Student loan fix for many public servants
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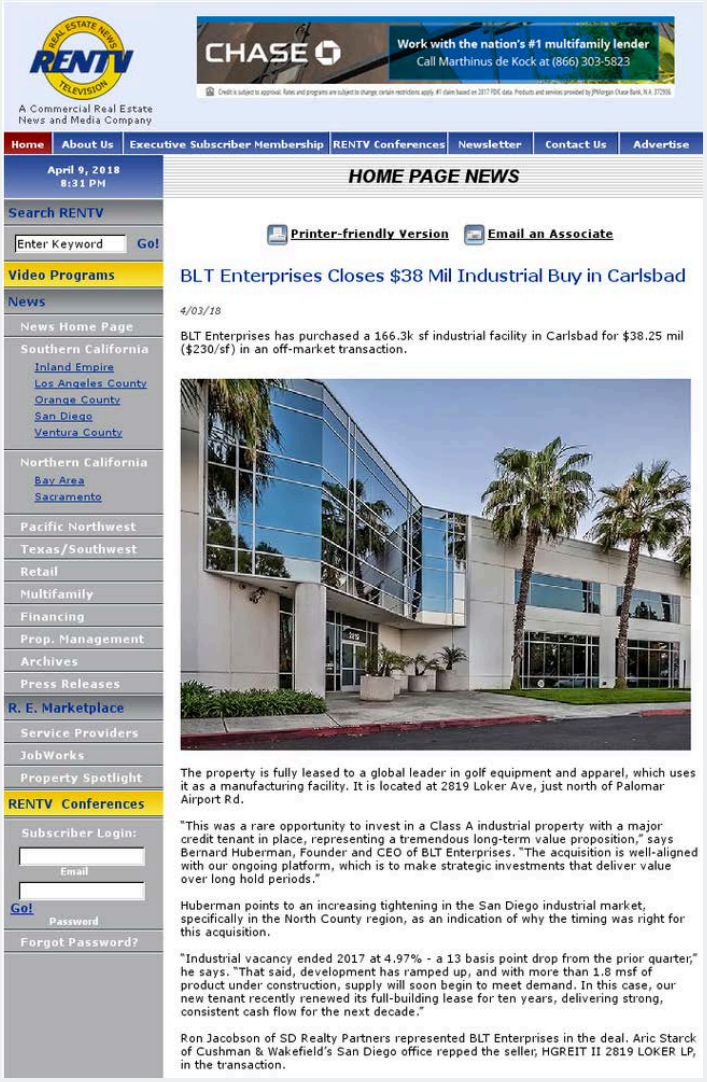

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BLT Enterprises Closes $38 Mil Industrial Buy in Carlsbad

4/03/18

BLT Enterprises has purchased a 166.3k sf industrial facility in Carlsbad for $38.25 mil ($230/sf) in an off-market transaction.

The property is fully leased to a global leader in golf equipment and apparel, which uses it as a manufacturing facility. It is located at 2819 Loker Ave, just north of Palomar Airport Rd.

"This was a rare opportunity to invest in a Class A industrial property with a major credit tenant in place, representing a tremendous long-term value proposition," says Bernard Huberman, Founder and CEO of BLT Enterprises. "The acquisition is well-aligned with our ongoing platform, which is to make strategic investments that deliver value over long hold periods."

Huberman points to an increasing tightening in the San Diego industrial market, specifically in the North County region, as an indication of why the timing was right for this acquisition.

"Industrial vacancy ended 2017 at 4.97% - a 13 basis point drop from the prior quarter," he says. "That said, development has ramped up, and with more than 1.8 msf of product under construction, supply will soon begin to meet demand. In this case, our new tenant recently renewed its full-building lease for ten years, delivering strong, consistent cash flow for the next decade."

Ron Jacobson of SD Realty Partners represented BLT Enterprises in the deal. Aric Starck of Cushman & Wakefield's San Diego office repped the seller, HGREIT II 2819 LOKER LP, in the transaction.

April 03, 2018 ONLINE

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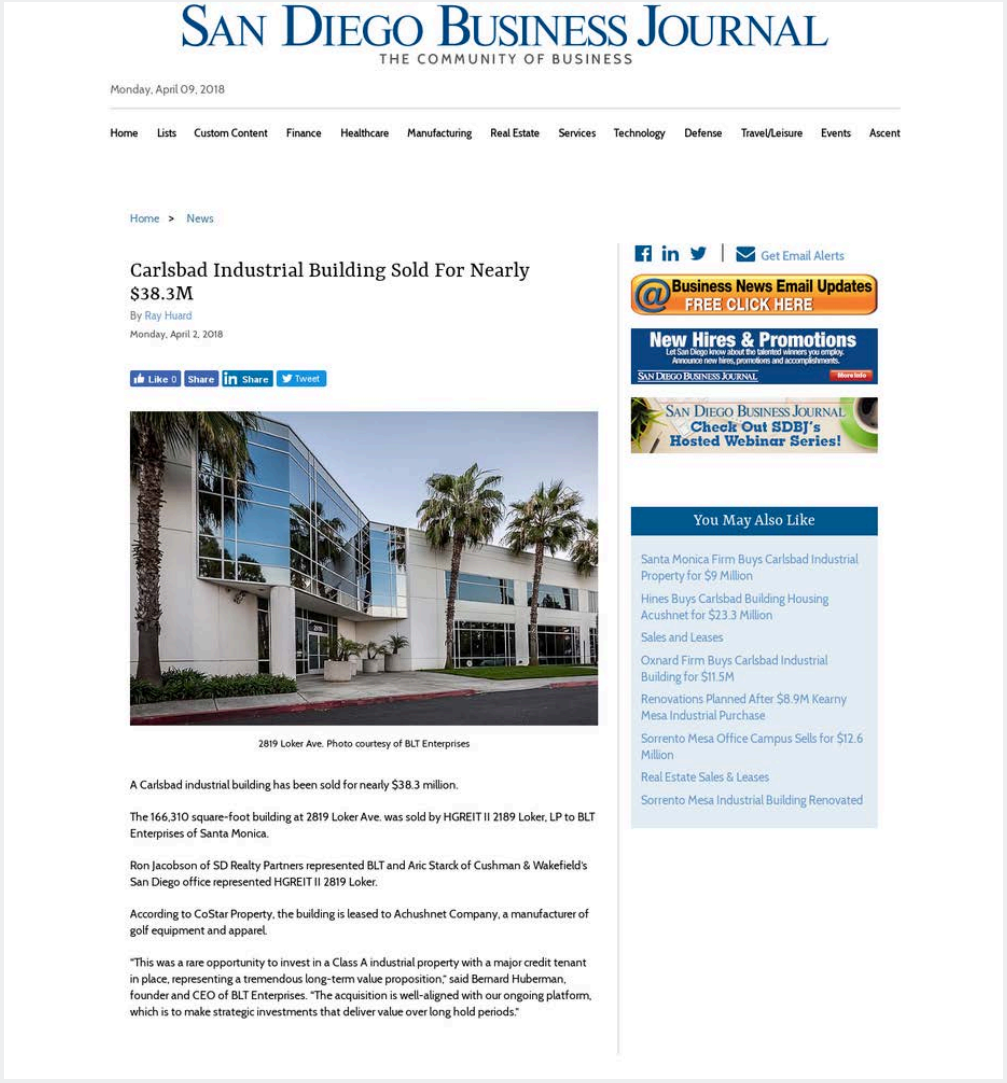

SAN DIEGO BUSINESS JOURNAL
THE COMMUNITY OF BUSINESS

Monday, April 09, 2018

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Carlsbad Industrial Building Sold For Nearly $38.3M

By Ray Huard

Monday, April 2, 2018

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2819 Loker Ave. Photo courtesy of BLT Enterprises

A Carlsbad industrial building has been sold for nearly $38.3 million.

The 166,310 square-foot building at 2819 Loker Ave. was sold by HGREIT II 2189 Loker, LP to BLT Enterprises of Santa Monica.

Ron Jacobson of SD Realty Partners represented BLT and Aric Starck of Cushman & Wakefield's San Diego office represented HGREIT II 2819 Loker.

According to CoStar Property, the building is leased to Achushnet Company, a manufacturer of golf equipment and apparel.

"This was a rare opportunity to invest in a Class A industrial property with a major credit tenant in place, representing a tremendous long-term value proposition," said Bernard Huberman, founder and CEO of BLT Enterprises. "The acquisition is well-aligned with our ongoing platform, which is to make strategic investments that deliver value over long hold periods."

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BLT Enterprises acquired a 166,310-square-foot industrial facility in Carlsbad that is fully leased to a global leader in golf equipment and apparel. | Courtesy BLT Enterprises

BLT Picks Up Manufacturing Facility in Carlsbad for $38M

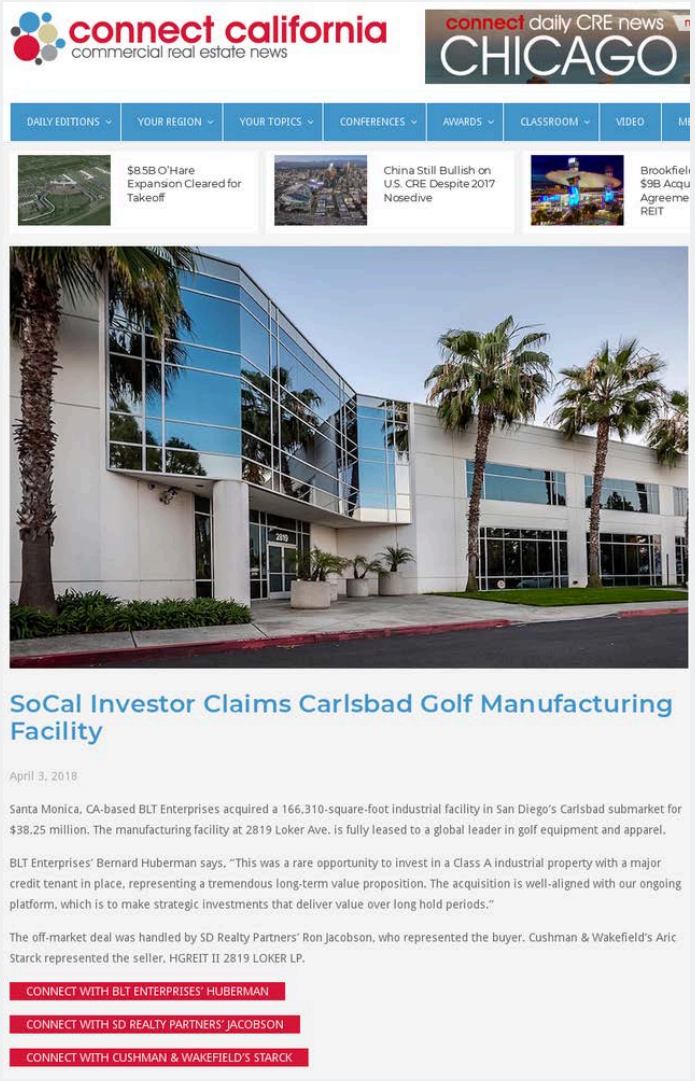
CARRIE ROSSENFELD / APRIL 2, 2018 / INDUSTRIAL

Santa Monica, California–based BLT Enterprises has acquired a 166,310-square-foot industrial facility at 2819 Loker Avenue in Carlsbad, California, in an off-market transaction from seller HGREIT II 2819 LOKER LP for $38.25 million. The property, which serves as a manufacturing facility, is fully leased to a global manufacturer of golf equipment and apparel.

"This was a rare opportunity to invest in a class-A industrial property with a major-credit tenant in place, representing a tremendous long-term value proposition," says Bernard Huberman, founder and CEO of BLT Enterprises. "The acquisition is well-aligned with our ongoing platform, which is to make strategic investments that deliver value over long hold periods."

Huberman points to an increasing tightening in the San Diego industrial market, specifically in the North County region, as an indication of why the timing was right for this acquisition. "Industrial vacancy ended 2017 at 4.97 percent — a 13-basis-point drop from the prior quarter. That said, development has ramped up, and with more than 1.8 million square feet of product under construction, supply will soon begin to meet demand. In this case, our new tenant recently renewed its full-building lease for 10 years, delivering strong, consistent cash flow for the next decade."

Ron Jacobson of SD Realty Partners represented BLT Enterprises as the buyer, and Aric Starck of Cushman & Wakefield's San Diego office represented the seller in the transaction.



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BLT Enterprises Acquires CA Industrial Property

SD Realty Partners represented the buyer in its purchase of the 166,310-square-foot facility in Carlsbad, which is fully leased to a golf equipment and apparel manufacturer.

by IvyLee Rosario | Apr 03, 2018

San Diego West Industrial More

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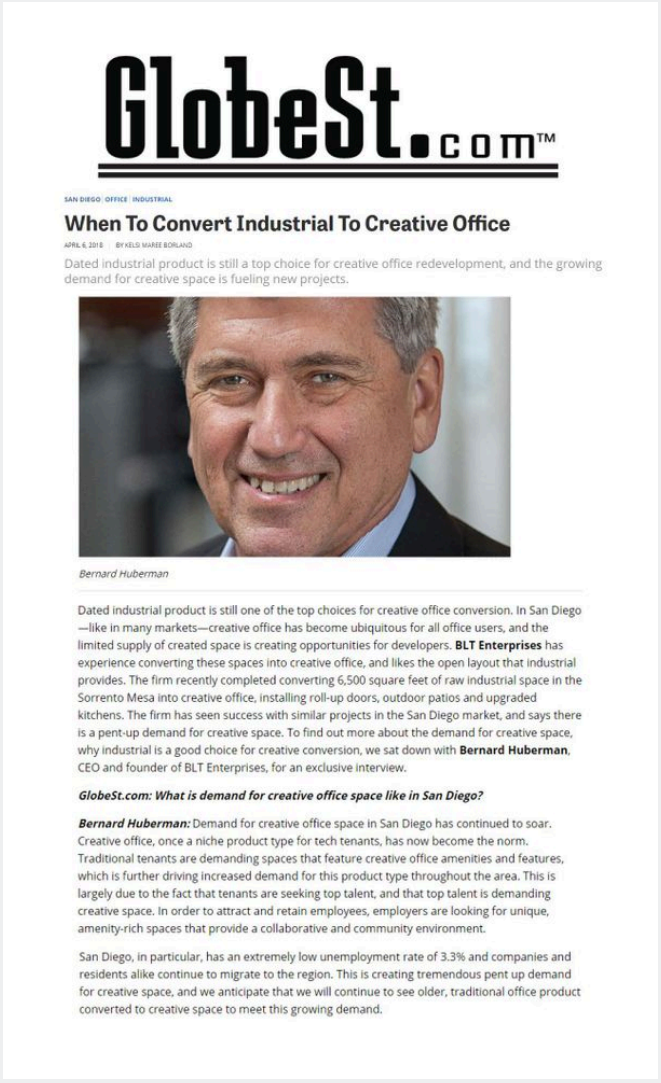
BLT Enterprises has acquired an industrial facility in San Diego's submarket of Carlsbad, Calif., for $38.3 million. The property is currently fully leased to a golf equipment and apparel manufacturer, which recently renewed its full-building lease for 10 years.

2819 Loker Ave., Carlsbad, Calif.

Located at 2819 Loker Ave., the facility comprises 166,310 square feet. Ron Jacobson of SD Realty Partners represented the buyer, while Aric Starck of Cushman & Wakefield's San Diego office represented the seller, HGREIT II 2819 LOKER LP.

"This was a rare opportunity to invest in a Class A industrial property with a major credit tenant in place, representing a tremendous long-term value proposition," said Bernard Huberman, founder & CEO of BLT Enterprises, in prepared remarks. *"The acquisition is well-aligned with our ongoing platform, which is to make strategic investments that deliver value over long hold periods."*

Image courtesy of BLT Enterprises



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SAN DIEGO | OFFICE | INDUSTRIAL

When To Convert Industrial To Creative Office

APRIL 6, 2018 | BY KELSI MAREE BORLAND

Dated industrial product is still a top choice for creative office redevelopment, and the growing demand for creative space is fueling new projects.

Bernard Huberman

Dated industrial product is still one of the top choices for creative office conversion. In San Diego —like in many markets—creative office has become ubiquitous for all office users, and the limited supply of created space is creating opportunities for developers. **BLT Enterprises** has experience converting these spaces into creative office, and likes the open layout that industrial provides. The firm recently completed converting 6,500 square feet of raw industrial space in the Sorrento Mesa into creative office, installing roll-up doors, outdoor patios and upgraded kitchens. The firm has seen success with similar projects in the San Diego market, and says there is a pent-up demand for creative space. To find out more about the demand for creative space, why industrial is a good choice for creative conversion, we sat down with **Bernard Huberman**, CEO and founder of BLT Enterprises, for an exclusive interview.

GlobeSt.com: What is demand for creative office space like in San Diego?

Bernard Huberman: Demand for creative office space in San Diego has continued to soar. Creative office, once a niche product type for tech tenants, has now become the norm. Traditional tenants are demanding spaces that feature creative office amenities and features, which is further driving increased demand for this product type throughout the area. This is largely due to the fact that tenants are seeking top talent, and that top talent is demanding creative space. In order to attract and retain employees, employers are looking for unique, amenity-rich spaces that provide a collaborative and community environment.

San Diego, in particular, has an extremely low unemployment rate of 3.3% and companies and residents alike continue to migrate to the region. This is creating tremendous pent up demand for creative space, and we anticipate that we will continue to see older, traditional office product converted to creative space to meet this growing demand.

April 06, 2018 ONLINE

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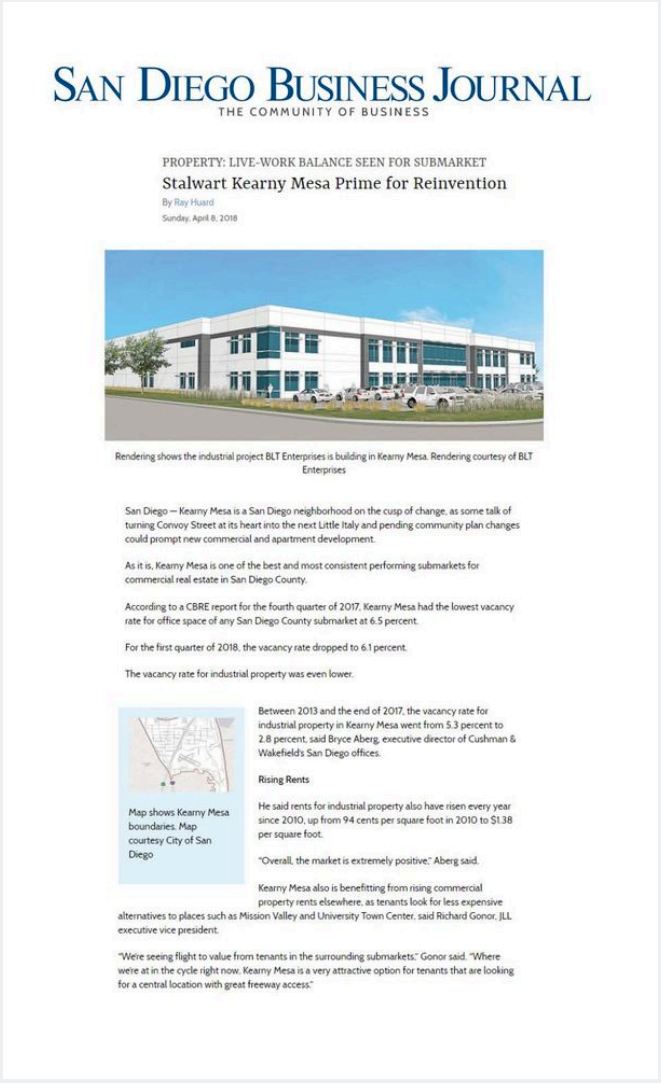

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PROPERTY: LIVE-WORK BALANCE SEEN FOR SUBMARKET

Stalwart Kearny Mesa Prime for Reinvention

By Ray Huard
Sunday, April 8, 2018

Rendering shows the industrial project BLT Enterprises is building in Kearny Mesa. Rendering courtesy of BLT Enterprises

San Diego — Kearny Mesa is a San Diego neighborhood on the cusp of change, as some talk of turning Convoy Street at its heart into the next Little Italy and pending community plan changes could prompt new commercial and apartment development.

As it is, Kearny Mesa is one of the best and most consistent performing submarkets for commercial real estate in San Diego County.

According to a CBRE report for the fourth quarter of 2017, Kearny Mesa had the lowest vacancy rate for office space of any San Diego County submarket at 6.5 percent.

For the first quarter of 2018, the vacancy rate dropped to 6.1 percent.

The vacancy rate for industrial property was even lower.

Map shows Kearny Mesa boundaries. Map courtesy City of San Diego

Between 2013 and the end of 2017, the vacancy rate for industrial property in Kearny Mesa went from 5.3 percent to 2.8 percent, said Bryce Aberg, executive director of Cushman & Wakefield's San Diego offices.

Rising Rents

He said rents for industrial property also have risen every year since 2010, up from 94 cents per square foot in 2010 to $1.38 per square foot.

"Overall, the market is extremely positive," Aberg said.

Kearny Mesa also is benefitting from rising commercial property rents elsewhere, as tenants look for less expensive alternatives to places such as Mission Valley and University Town Center, said Richard Gonor, JLL executive vice president.

"We're seeing flight to value from tenants in the surrounding submarkets," Gonor said. "Where we're at in the cycle right now, Kearny Mesa is a very attractive option for tenants that are looking for a central location with great freeway access."

April 08, 2018 ONLINE

San Diego Business Journal (61-111)

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Colony Industrial Nabs $52M San Antonio Asset

The industrial platform of global real estate firm Colony NorthStar has purchased Enterprise Industrial Park, marking its first-ever deal in the market.

by Keith Loria | Apr 09, 2018

San Antonio South Industrial More Subscribe to CPE

Colony Industrial, the industrial platform of global real estate firm Colony NorthStar, has acquired Enterprise Industrial Park, a two building, Class A light industrial complex in San Antonio, Texas, for $52.1 million.

Enterprise Industrial Park, San Antonio, Texas

"San Antonio has been on our radar as a target market due to population growth, job growth, demographics and the lack of good quality, light industrial product, which is our focus," Michael P. Wenaas, Colony Industrial's managing director and Head of Investments, told *Commercial Property Executive*. *"We generally target smaller properties that are well-located, multi-tenanted, and high quality…this project checked a lot of boxes for us."*

Located at 17745 Lookout Road, the duo of buildings total 639,797 square feet and serve as the home of a roster of nine high-quality tenants with a weighted average lease term remaining of 5.3 years. At the time of the deal, the property was 88 percent leased.

Some 80,000 square feet is still available, and that space can be divided into two 40,000 square-foot spaces, which many prospective tenants look for in an asset. The site already has several prospects for the remaining space.

"San Antonio is somewhat underserved with light industrial product," Wenaas said. *"The way e-commerce is growing, we believe there is a lack of product to serve San Antonio's population base. Most of the population growth in San Antonio is in the North and Northeast submarkets and these two buildings will serve those markets. This fits right in the middle of the growth curve of San Antonio."*

Originally constructed in 2015, Enterprise Industrial Park is situated within one mile of a full-diamond interchange of Interstate 35, the city's major North-South interstate highway.

EXPANDING ITS FOOTPRINT

Andrew C. Goodman, Colony Industrial's CFO, concurred that the company was excited to expand its portfolio of light industrial warehouse properties in this new high-growth market.

"We seek assets that are well located, close to major metros," he told *CPE*. *"The markets that we are in are targeted markets with strong fundamentals—population growth, limited supply and strong demographics."*

CBRE's Randy Baird, Jonathan Bryan, and Ryan Thornton brokered the deal.

It's been a busy month in the industrial sector. CT Realty recently sold four industrial buildings in Southern California for $31 million; BLT Enterprises acquired an industrial facility in San Diego's submarket of Carlsbad, Calif., for $38.3 million; and AIV Inc.—a subsidiary of STAG Industrial Inc.—has acquired Brookhollow West Business Park, two fully leased, Class A industrial buildings in northwest Houston, totaling 232,950 square feet.

Image courtesy of Colony Industrial

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Kearny Mesa office building

BLT Enterprises Finishes Upgrade on Kearny Mesa Office Building

BLT Enterprises, a commercial real estate development and investment company, has completed renovations of a 77,000 square-foot, two-story office building in Kearny Mesa, which the company acquired in May 2017.

The renovations converted the building back to its original 54,000-square-foot size by removing the dated addition of a second-story office space constructed in the late 1980s, according to Bernard Huberman, founder and President of BLT Enterprises.

"The 1980s renovations converted the property into a two-story building. The move to add the second floor was clearly detrimental to its design and use," says Huberman. "With the added second floor, the property was severely under parked. By restoring the property back to its original size and as a single-story R&D/Flex building, we were able to transform the asset into a highly desirable open space facility, and significantly enhance the parking ratio to 4/1,000."

Additionally, BLT integrated a series of improvements to modernize the property and attract a quality tenant, Huberman said.

April 17, 2018 ONLINE

San Diego Metro Magazine (61-097)

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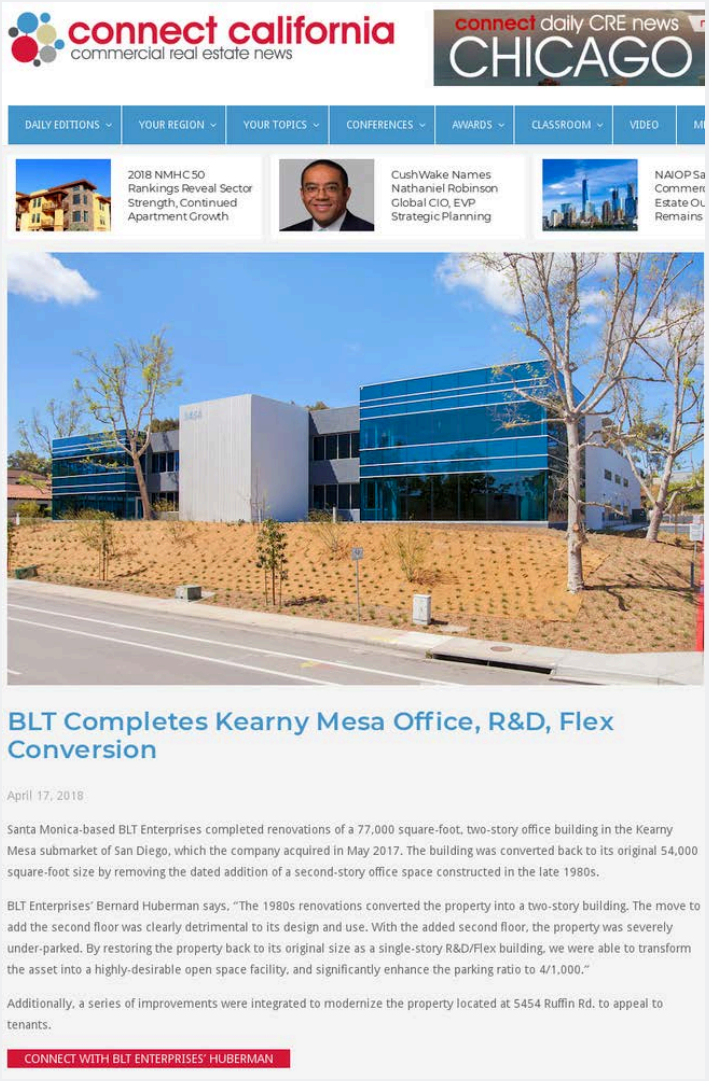

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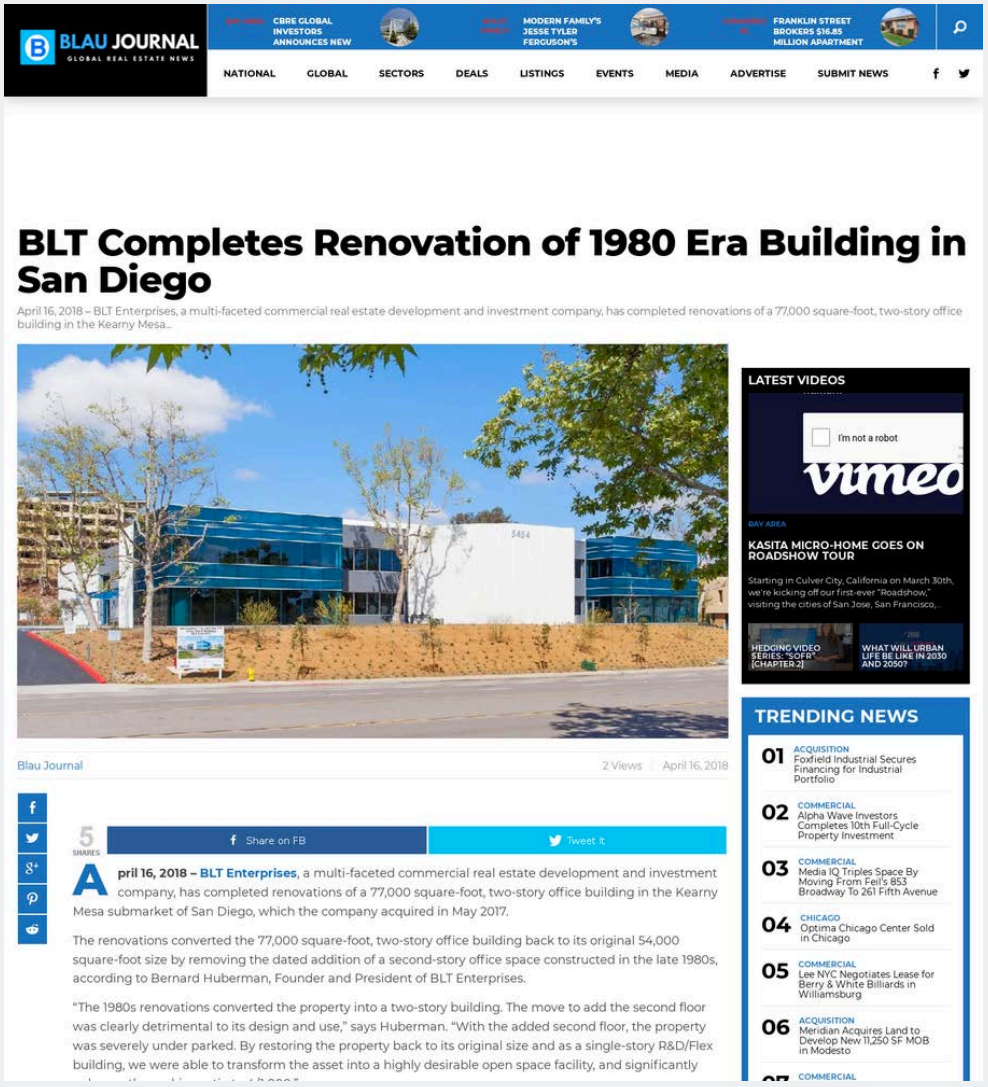

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BLT Completes Renovation of 1980 Era Building in San Diego

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April 16, 2018 – BLT Enterprises, a multi-faceted commercial real estate development and investment company, has completed renovations of a 77,000 square-foot, two-story office building in the Kearny Mesa submarket of San Diego, which the company acquired in May 2017.

The renovations converted the 77,000 square-foot, two-story office building back to its original 54,000 square-foot size by removing the dated addition of a second-story office space constructed in the late 1980s, according to Bernard Huberman, Founder and President of BLT Enterprises.

"The 1980s renovations converted the property into a two-story building. The move to add the second floor was clearly detrimental to its design and use," says Huberman. "With the added second floor, the property was severely under parked. By restoring the property back to its original size and as a single-story R&D/Flex building, we were able to transform the asset into a highly desirable open space facility, and significantly

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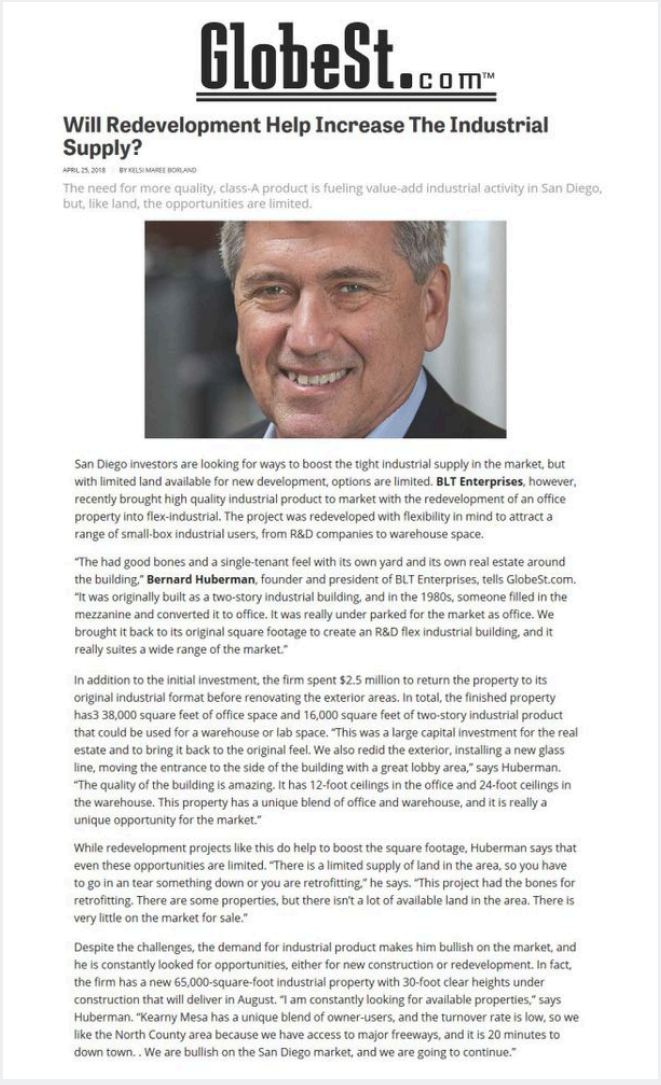

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Will Redevelopment Help Increase The Industrial Supply?

APRIL 25, 2018 | BY KELSI MAREE BORLAND

The need for more quality, class-A product is fueling value-add industrial activity in San Diego, but, like land, the opportunities are limited.

San Diego investors are looking for ways to boost the tight industrial supply in the market, but with limited land available for new development, options are limited. **BLT Enterprises**, however, recently brought high quality industrial product to market with the redevelopment of an office property into flex-industrial. The project was redeveloped with flexibility in mind to attract a range of small-box industrial users, from R&D companies to warehouse space.

"The had good bones and a single-tenant feel with its own yard and its own real estate around the building," **Bernard Huberman**, founder and president of BLT Enterprises, tells GlobeSt.com. "It was originally built as a two-story industrial building, and in the 1980s, someone filled in the mezzanine and converted it to office. It was really under parked for the market as office. We brought it back to its original square footage to create an R&D flex industrial building, and it really suites a wide range of the market."

In addition to the initial investment, the firm spent $2.5 million to return the property to its original industrial format before renovating the exterior areas. In total, the finished property has3 38,000 square feet of office space and 16,000 square feet of two-story industrial product that could be used for a warehouse or lab space. "This was a large capital investment for the real estate and to bring it back to the original feel. We also redid the exterior, installing a new glass line, moving the entrance to the side of the building with a great lobby area," says Huberman. "The quality of the building is amazing. It has 12-foot ceilings in the office and 24-foot ceilings in the warehouse. This property has a unique blend of office and warehouse, and it is really a unique opportunity for the market."

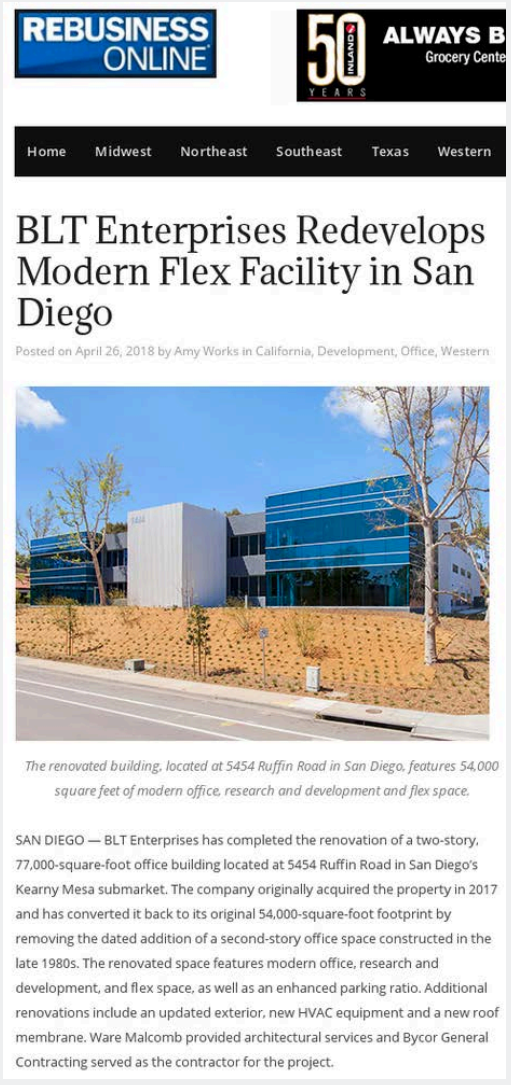
While redevelopment projects like this do help to boost the square footage, Huberman says that even these opportunities are limited. "There is a limited supply of land in the area, so you have to go in an tear something down or you are retrofitting," he says. "This project had the bones for retrofitting. There are some properties, but there isn't a lot of available land in the area. There is very little on the market for sale."

Despite the challenges, the demand for industrial product makes him bullish on the market, and he is constantly looked for opportunities, either for new construction or redevelopment. In fact, the firm has a new 65,000-square-foot industrial property with 30-foot clear heights under construction that will deliver in August. "I am constantly looking for available properties," says Huberman. "Kearny Mesa has a unique blend of owner-users, and the turnover rate is low, so we like the North County area because we have access to major freeways, and it is 20 minutes to down town. . We are bullish on the San Diego market, and we are going to continue."

April 25, 2018 ONLINE

GlobeSt.com (61-097)

globest.com/2018/04/25/will-redevelopm...



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BLT Enterprises Redevelops Modern Flex Facility in San Diego

Posted on April 26, 2018 by Amy Works in California, Development, Office, Western

The renovated building, located at 5454 Ruffin Road in San Diego, features 54,000 square feet of modern office, research and development and flex space.

SAN DIEGO — BLT Enterprises has completed the renovation of a two-story, 77,000-square-foot office building located at 5454 Ruffin Road in San Diego's Kearny Mesa submarket. The company originally acquired the property in 2017 and has converted it back to its original 54,000-square-foot footprint by removing the dated addition of a second-story office space constructed in the late 1980s. The renovated space features modern office, research and development, and flex space, as well as an enhanced parking ratio. Additional renovations include an updated exterior, new HVAC equipment and a new roof membrane. Ware Malcomb provided architectural services and Bycor General Contracting served as the contractor for the project.

April 26, 2018 ONLINE

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5454 Ruffin Road in San Diego | Courtesy BLT Enterprises

Redux of 77K-SF Office Building Complete

CARRIE ROSSENFELD / APRIL 19, 2018 / OFFICE

BLT Enterprises has completed renovations of a 77,000 square-foot, two-story office building at 5454 Ruffin Road, which the company had acquired in May 2017. The renovations converted the 77,000 square-foot, two-story office building back to its original 54,000-square-foot size by removing the dated addition of a second-story office space constructed in the late 1980s, according to BLT.

"The 1980s renovations converted the property into a two-story building. The move to add the second floor was clearly detrimental to its design and use," says Bernard Huberman, founder and president of BLT. "With the added second floor, the property was severely under parked. By restoring the property back to its original size and as a single-story R&D/flex building, we were able to transform the asset into a highly desirable open space facility, and significantly enhance the parking ratio to 4/1,000."

Additionally, BLT integrated a series of improvements to modernize the property and attract a quality tenant. "We integrated a unique outdoor amenity space, a new lobby, exposed high ceilings, skylights, new dual-pane energy-efficient glazing, LED lighting, and drought-tolerant landscaping, among many other features," adds Huberman.

Further, BLT has updated the building's exterior, installed new HVAC equipment and a new roof membrane, and implemented additional amenities.

"By removing the outdated renovations, modernizing the building and increasing parking, the property will cater to a diverse range of companies looking for office, flex, or R&D uses," says Huberman.

The property is located in San Diego's Kearny Mesa submarket, and Huberman notes that industrial properties that incorporate state-of-the-art design and amenities are in high demand in this submarket. "The renovations will take advantage of the submarket's tightening supply and rapid rent growth in R&D and industrial properties," Huberman continues. "Kearny Mesa has one of the lowest industrial vacancy rates in San Diego, and at the end of Q4 2017, industrial vacancy in the submarket was 2.8 percent. With only a moderate supply in the construction pipeline, the demand for R&D and flex buildings will likely continue to outpace supply. By renovating this property, and modernizing its systems and design, BLT is growing value for the property while decreasing the total square footage."

BLT Enterprises employed Ware Malcomb as the project's architect and Bycor General Contracting as the project's contractor. The property is being marketed by Brad Black and Chris Pascal at CBRE.

May 02, 2018 ONLINE

RENTV.com (61-113)

rentv.com/content/southerncalifornia/losa...

ecn5.com

Newsletter published by France Media Inc.

WESTERN REAL ESTATE BUSINESS®

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BLT Enterprises Redevelops Modern Flex Facility in San Diego

The renovated building, located at 5454 Ruffin Road in San Diego, features 54,000 square feet of modern office, research and development and flex space.

SAN DIEGO — BLT Enterprises has completed the renovation of a two-story, 77,000-square-foot office building located at 5454 Ruffin Road in San Diego's Kearny Mesa submarket.

The company originally acquired the property in 2017 and has converted it back to its original 54,000-square-foot footprint by removing the dated addition of a second-story office space constructed in the late 1980s.

The renovated space features modern office, research and development, and flex space, as well as an enhanced parking ratio. Additional renovations include an updated exterior, new HVAC equipment and a new roof membrane.

Ware Malcomb provided architectural services and Bycor General Contracting served as the contractor for the project.

May 01, 2018 ONLINE

Western Real Estate Business (61-098)

emailactivity1.ecn5.com/engines/publicPr...

May 11, 2018

Western Real Estate Business (61-109)

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BUILDING A BUSINESS

Today's changing workforce has created a variety of design and configuration strategies surrounding office space.

DEVELOPERS AND INVESTORS ARE GETTING CREATIVE IN ORDER TO MEET SOCAL'S RISING DEMAND FOR CREATIVE OFFICE SPACE

By Lisa Tamayo, Vice President of Development, BLT Enterprises in Santa Monica, Calif.

Tamayo

Traditional and outdated office space isn't the only thing getting creative these days. Investors and developers are increasingly stepping out of the box and coming up with unique solutions to meet today's rising demand for creative office space.

This is especially true in dense areas like Los Angeles where an influx of demand for high-quality creative space meets a lack of quality renovated product. Much of the inventory in prime Los Angeles submarkets, such as Silicon Beach, Santa Monica and West LA, consists of high-rise office space. This is not necessarily the type of space that is conducive to the needs of today's tenants. Some of this product is also trading at prices above replacement cost that do not justify a creative conversion.

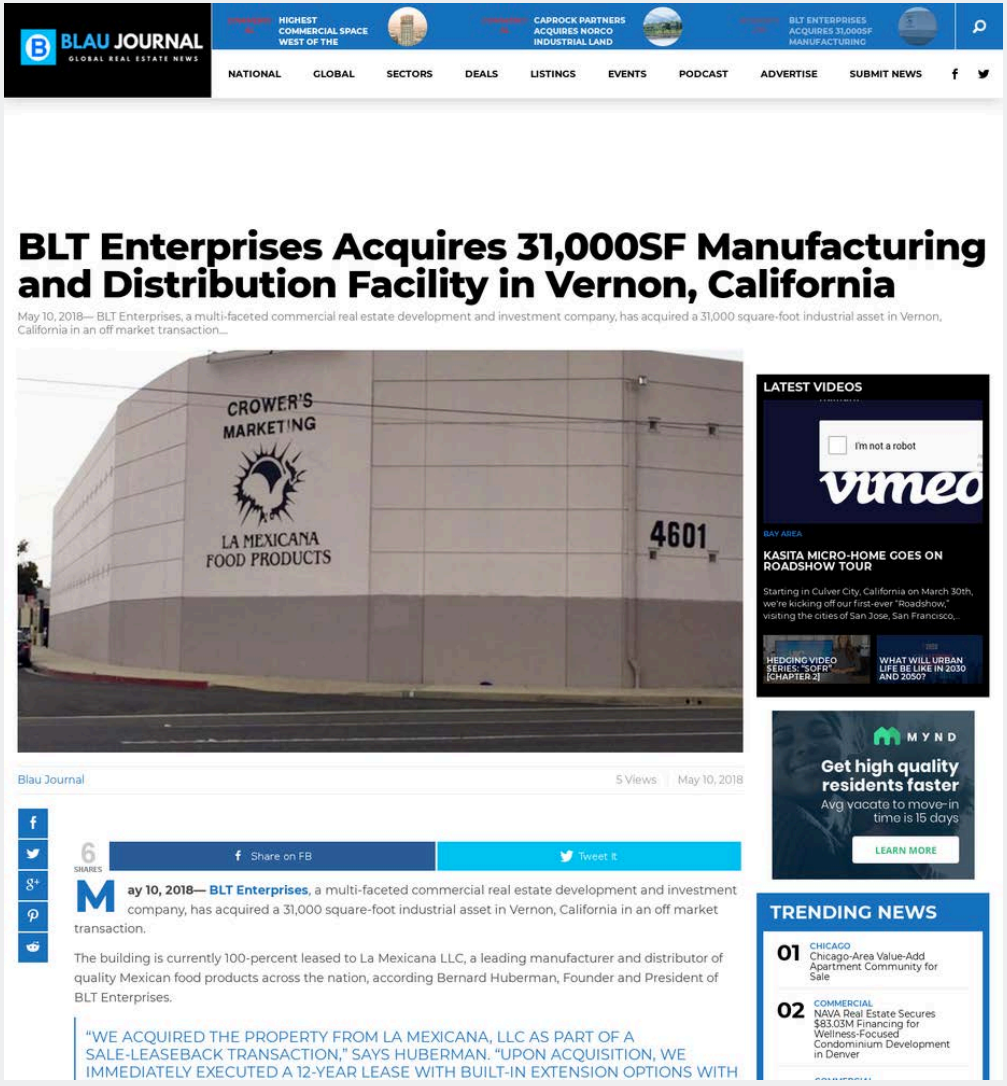
As a result, developers and investors are expanding outside of these markets to areas like Culver City, El Segundo and even Hawthorne in search of unique brick-and-timber properties that can easily be converted to innovative office space. The Hawthorne submarket resembles Culver City five or 10 years ago. Large companies are continuing to migrate to the region and its brick-and-timber industrial properties present investors with tremendous opportunity for creative redevelopment. This has led companies like Telsa to recently relocate to the region.

Investors and developers are also getting creative with the types of properties they are converting into creative space. BLT recently transformed a 4,680-square-foot former music studio in West LA into an innovative and high-quality workspace. The firm designed an open layout that included state-of-the-art upgrades such as exposed ceilings with new skylights, a new kitchen, custom steel doors and windows with a rollup door leading to the outdoor patio. The music studio conversion created value and attracted a high-quality tenant, a design-based animation and commercial production company.

Low- and mid-size buildings, when compared to their high-rise counterparts, also better cater to the amenities tenants are demanding, such as outdoor co-working spaces, bocce ball courts and barbeque areas. These properties also provide better access for tenants in terms of parking and outdoor amenities, which are typically located on the ground floor. Access becomes much more difficult in high-rise buildings and less convenient for tenants on higher-level floors.

As demand for creative office continues to grow and prices across California continue to rise, investors and developers will continue to take an innovative approach to meeting this growing demand. They will expand into new submarkets and find non-traditional assets that can be converted into creative space, such as industrial, retail and even music studios.

blaujournal.com



May 10, 2018 ONLINE

Blau Journal (61-113)

blaujournal.com/blt-enterprises-acquires-...

May 15, 2018 ONLINE

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bisnow.com/los-angeles/news/deal-sheet...

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News

Los Angeles Deal Sheet

LA Deal Sheet

May 15, 2018 | Joseph Pimentel, Bisnow Los Angeles

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Positive Investments Inc. has expanded its South Los Angeles real estate portfolio.

The Arcadia-based real estate company recently purchased a vacant 10-building multifamily property in Compton from an undisclosed nonprofit for $12.5M. The nonprofit sold the asset to gain capital for the purchase of another property, said Keller Williams Commercial's Henry Garcia, who represented the buyer in the off-market transaction.

Courtesy of Positive Investments Inc.

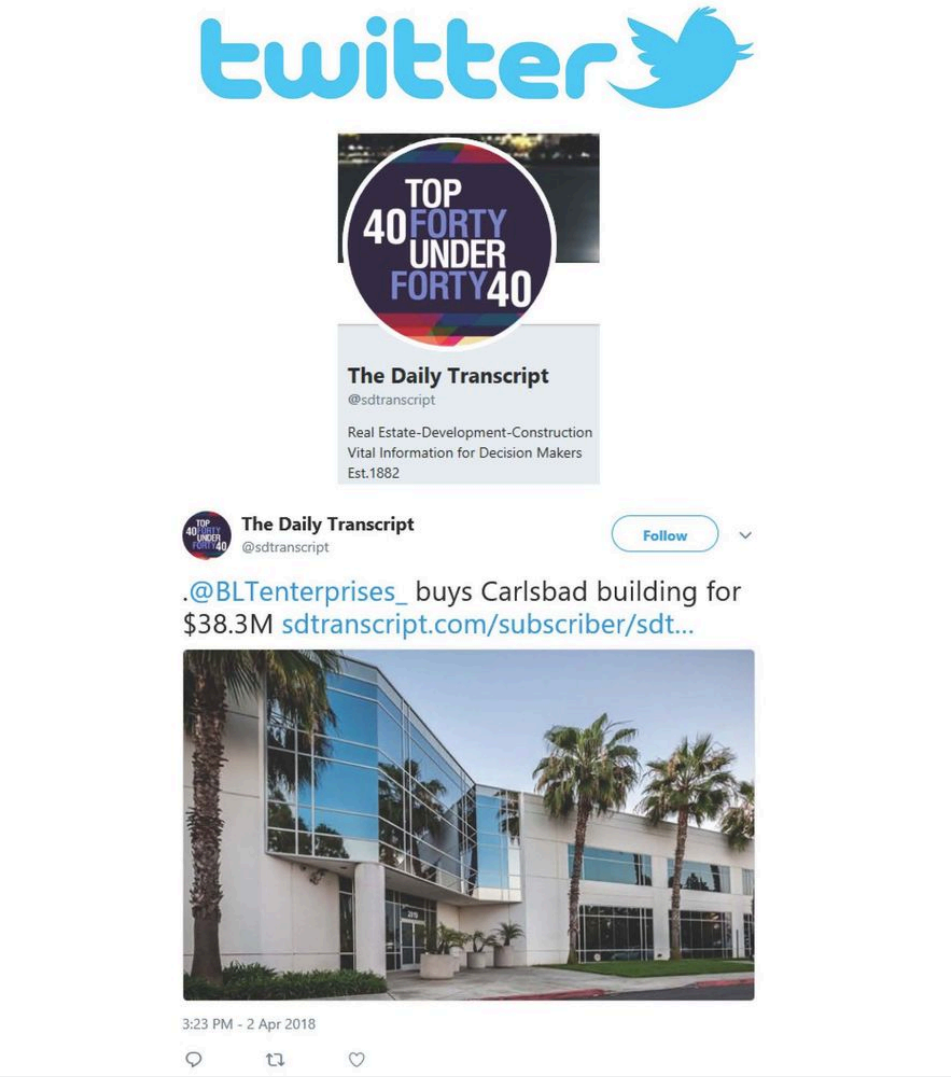
Multifamily property at 1515 East Rosecrans Ave. in Compton

Sotheby's International Realty's Steve Mortitz and Joe Cilic represented the seller.

Built in 1986, the 79,373 SF property spans nearly one city block at 1515 East Rosecrans Ave. The buildings contain 86 units that are a mixture of one-bedroom, two-bedroom, three-bedroom and four-bedroom townhomes.

Positive Investments' purchase is part of a larger strategy to provide a diversity of housing options, including affordable housing for South Los Angeles residents. The company also owns a 70-unit multifamily property across the street, Garcia said in a news release.

"This is the tenth property our client has acquired in this area in the past six months," Garcia said. "Positive Investments plans to undertake a major capital improvement program to transform the asset into a hybrid housing community which will include a mix of special needs, low income Section 8 and market rate units."



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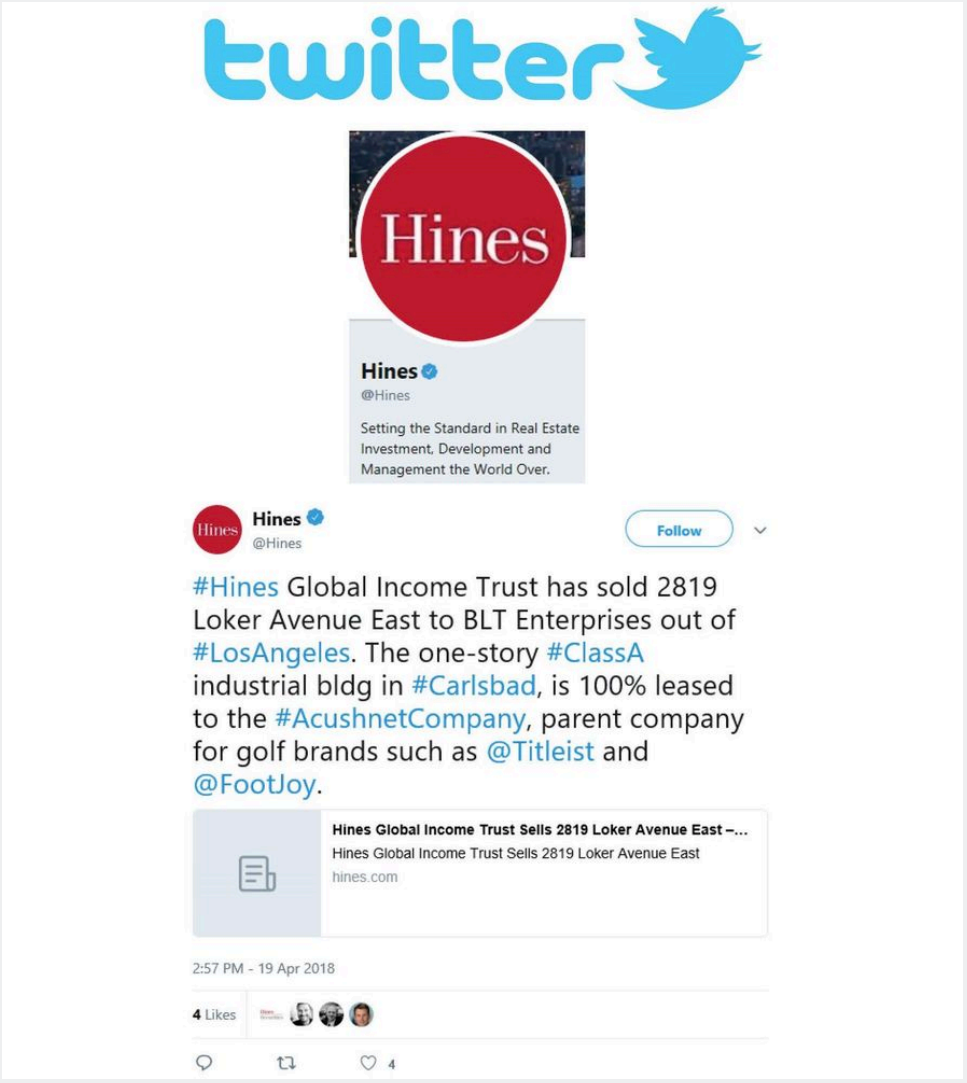

April 26, 2018

DFW Commercial R/E Twitter

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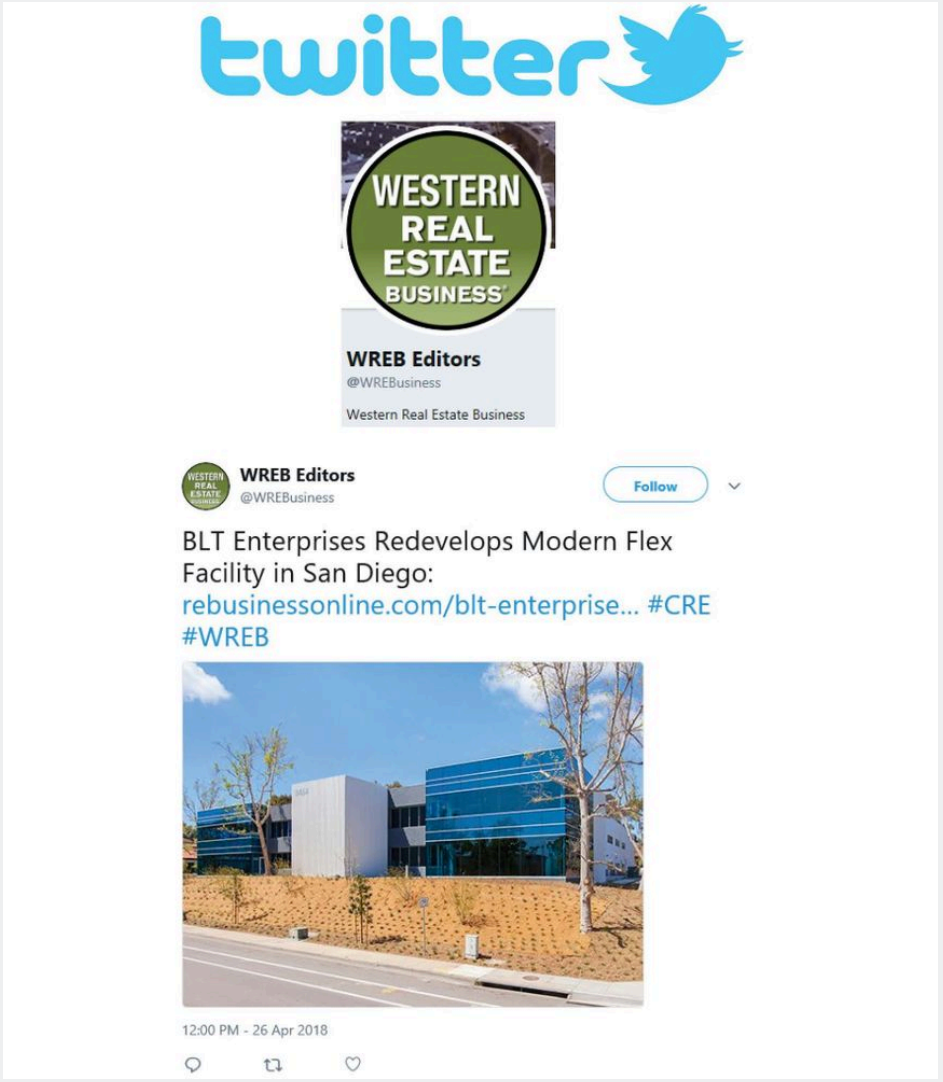

May 11, 2018

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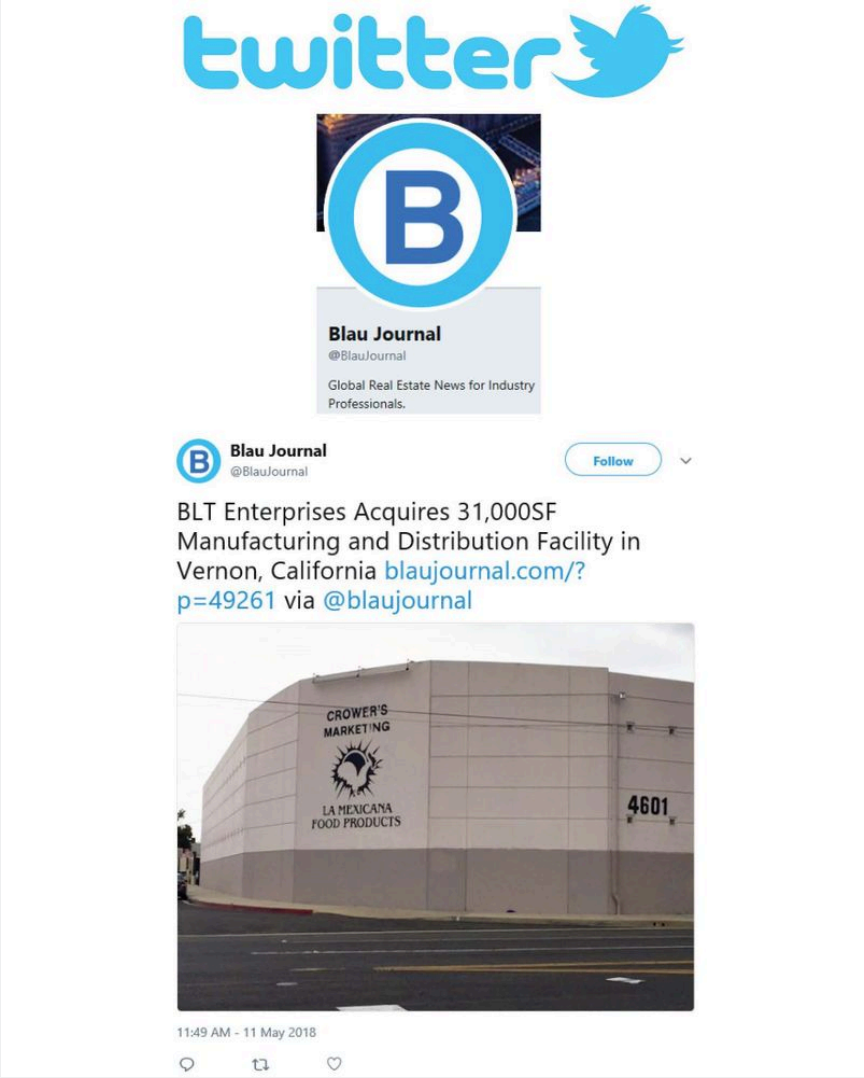
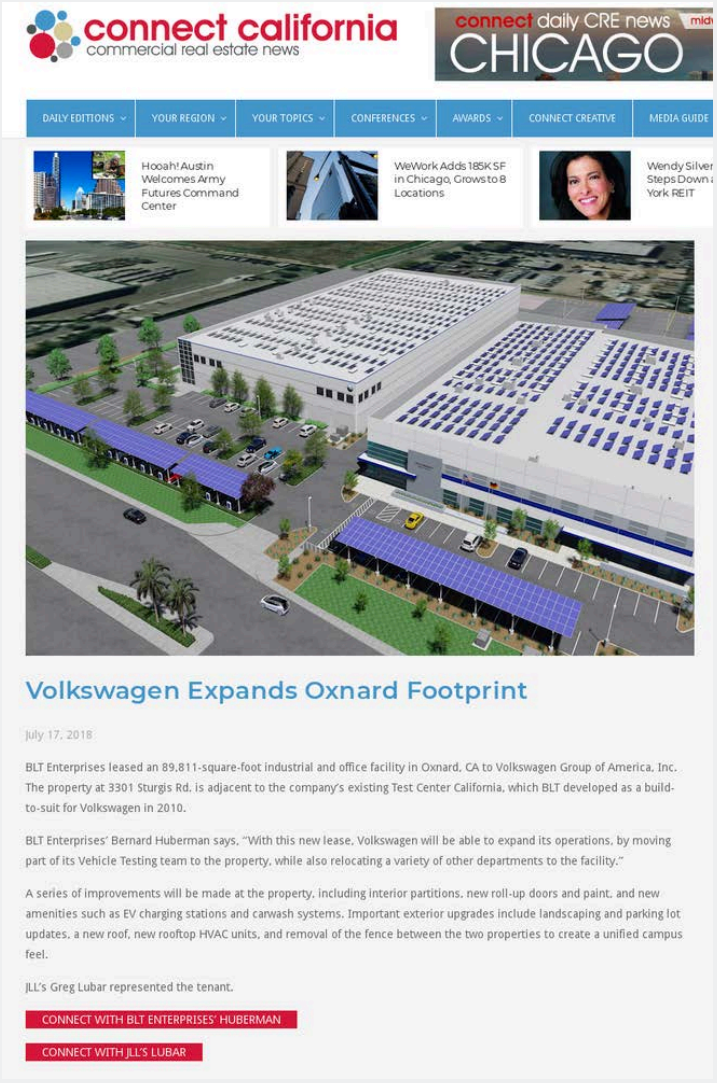


reforum-digital.com

June 25, 2018 ONLINE

Real Estate Forum (61-092)

reforum-digital.com/reforum/june_2018/?...



July 17, 2018 ONLINE

Connect Media (61-114)

connect.media/volkswagen-expands-oxn...

bisnow.com

July 17, 2018 ONLINE

Bisnow (61-114)

bisnow.com/los-angeles/news/multifamily...

BISNOW

A private limited liability company has purchased a 29-unit apartment complex in Los Angeles from an undisclosed personal trust for $4.58M. The property is at 1008 North El Centro Ave. Marcus & Millichap's Michael Sterman represented the seller. Marcus & Millichap's Jeff Louks represented the buyer.

Courtesy of CBRE

5161 Lankershim Blvd. in North Hollywood

***

An undisclosed buyer has purchased a 51-unit apartment complex in Los Angeles from an undisclosed seller for $12.5M. The property at 1630 and 1636 Fuller Ave. and 1641 Poinsettia Place sold at $245K/unit. Marcus & Millichap's Sam Liberow and Matthew Ziegler represented the buyer and seller.

LEASES

Animation studio Bento Box Entertainment has signed a five-year lease renewal to occupy 27,309 SF of office space in North Hollywood with landlord Beacon Capital Partners. The transaction at 5161 Lankershim Blvd. is one of the largest lease renewals completed in North Hollywood this year, according to CBRE's Paul Stockwell, who represented Bento Box. JLL's Patrick Church and Anneke Greco represented the landlord.

***

Volkswagen Group of America has signed a seven-year lease with Santa Monica-based BLT Enterprises to occupy 89,811 SF of industrial and office space at a facility in Oxnard. The price was not disclosed. The property at 3301 Sturgis Road is adjacent to Volkswagen's existing Test Center California, which BLT developed as a build-to-suit for Volkswagen in 2010. JLL's Greg Lubar represented Volkswagen as the lessee.

cpexecutive.com

July 19, 2018 ONLINE

Commercial Property Executive (61-114)

cpexecutive.com/post/volkswagen-expan...

COMMERCIAL PROPERTY EXECUTIVE

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Volkswagen Expands CA Campus With New Lease

JUL 19 2018

Adjacent to the global automotive company's 2010-built Oxnard test center, BLT Enterprises' facility is about to get an extensive makeover.

by IvyLee Rosario

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Los Angeles West Office More

BLT Enterprises has fully leased an industrial and office facility to Volkswagen Group of America Inc. in Oxnard, Calif. The asset was leased to the company on a 7-year term.

3301 Sturgis, proposed project rendering

Located at 3301 Sturgis Road, the property comprises 89,811 square feet and is adjacent to the company's Test Center California, which BLT developed as a built-to-suit for Volkswagen in 2010.

The two companies aim to completely renovate the existing buildings to customize the space for Volkswagen's exact needs. Renovations will include interior partitions, new amenities featuring an EV charging station and car wash system, parking lot and landscaping updates, new rooftop HVAC units, new roll-up doors and paint, a new roof and the removal of the fence between the two properties to created one larger campus.

"Volkswagen is one of our long-term tenants, with an existing 20-year lease in place for its state-of-the-art Test Center," said Bernard Huberman, founder & president of BLT Enterprises, in a prepared statement. *"Our ability to support this expansion speaks to our company's positioning as a life-long landlord. With this new lease, Volkswagen will be able to expand its operations, by moving part of its Vehicle Testing team to the property, while also relocating a variety of other departments to the facility."*

JLL International Director of Brokerage Greg Lubar represented Volkswagen in the lease transaction.

In April, BLT Enterprises acquired a $38.3 million industrial facility in Carlsbad, Calif. The property is fully occupied by a golf equipment and apparel manufacturer, which recently renewed its full-building lease for 10 years.

Rendering courtesy of BLT Enterprises

BLT Enterprises Volkswagen Group of America

July 19, 2018

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Middle Market Digest: This Week In Southwest

JULY 27, 2018 | BY KELSI MAREE BORLAND

Here's a look at this week's trends, announcements and deals that you may have missed in Southern California, Utah, Arizona and Nevada.

The Southwest markets closed with a strong performance in the second quarter. In Southern California, growth was realized in almost all asset classes. The multifamily and industrial markets lead the growth for the region, with declining year-over-year vacancy rates. The office market, however, saw an increasing year-over-year vacancy rate for the region. The Phoenix market, however, didn't have the same fate. The office market is seeing record high new construction fueled by strong demand. In addition, there were a number of big deals, refinancings and new construction starts this week. Here's a look at this week's trends, announcements and deals that you may have missed in Southern California, Utah, Arizona and Nevada.

DEALTRACKER

OXNARD, CA—**BLT Enterprises** has leased an 89,811 square-foot industrial and office facility to Volkswagen Group of America at 3301 Sturgis Road in Oxnard, California. The property is adjacent to the company's existing Test Center California, which BLT developed as a build-to-suit for Volkswagen in 2010. BLT Enterprises, along with Volkswagen Group of America, will complete a series of improvements at the property to completely renovate the existing building. Planned renovations include interior partitions, new roll-up doors and paint, new amenities such as EV charging stations and carwash systems, as well as important exterior upgrades such as landscaping and parking lot updates, a new roof, new rooftop HVAC units, and removal of the fence between the two properties to create a unified campus feel.

July 27, 2018 ONLINE

GlobeSt.com (61-114)

globest.com/2018/07/27/middle-market-d...

BLAU JOURNAL
GLOBAL REAL ESTATE NEWS

Blt Enterprises Leases 89,000+SQFT Industrial and Office Facility in Oxnard, Ca to Global Automotive Company

July 26, 2018— BLT Enterprises, a multi-faceted commercial real estate development and investment company, has leased an 89,811 square-foot industrial and office facility to Volkswagen Group of America, Inc....

July 26, 2018— **BLT Enterprises**, a multi-faceted commercial real estate development and investment company, has leased an 89,811 square-foot industrial and office facility to Volkswagen Group of America, Inc. at 3301 Sturgis Road in Oxnard, California.

The property is adjacent to the company's existing Test Center California, which BLT developed as a build-to-suit for Volkswagen in 2010, according to BLT Enterprises Founder and President, Bernard Huberman.

"VOLKSWAGEN IS ONE OF OUR LONG-TERM TENANTS, WITH AN EXISTING 20-YEAR LEASE IN PLACE FOR ITS STATE-OF-THE-ART TEST CENTER," EXPLAINS HUBERMAN. "OUR ABILITY TO SUPPORT THIS EXPANSION SPEAKS TO OUR COMPANY'S POSITIONING AS A LIFE-LONG LANDLORD. WITH THIS NEW LEASE, VOLKSWAGEN WILL BE ABLE TO EXPAND ITS OPERATIONS, BY MOVING PART OF ITS VEHICLE TESTING TEAM TO THE PROPERTY, WHILE ALSO RELOCATING A VARIETY OF OTHER DEPARTMENTS TO THE FACILITY."

July 26, 2018 ONLINE

Blau Journal (61-114)

blaujournal.com/blt-enterprises-leases-89...

July 27, 2018

Blau Journal Twitter (61-114)

Followers **1.54K**

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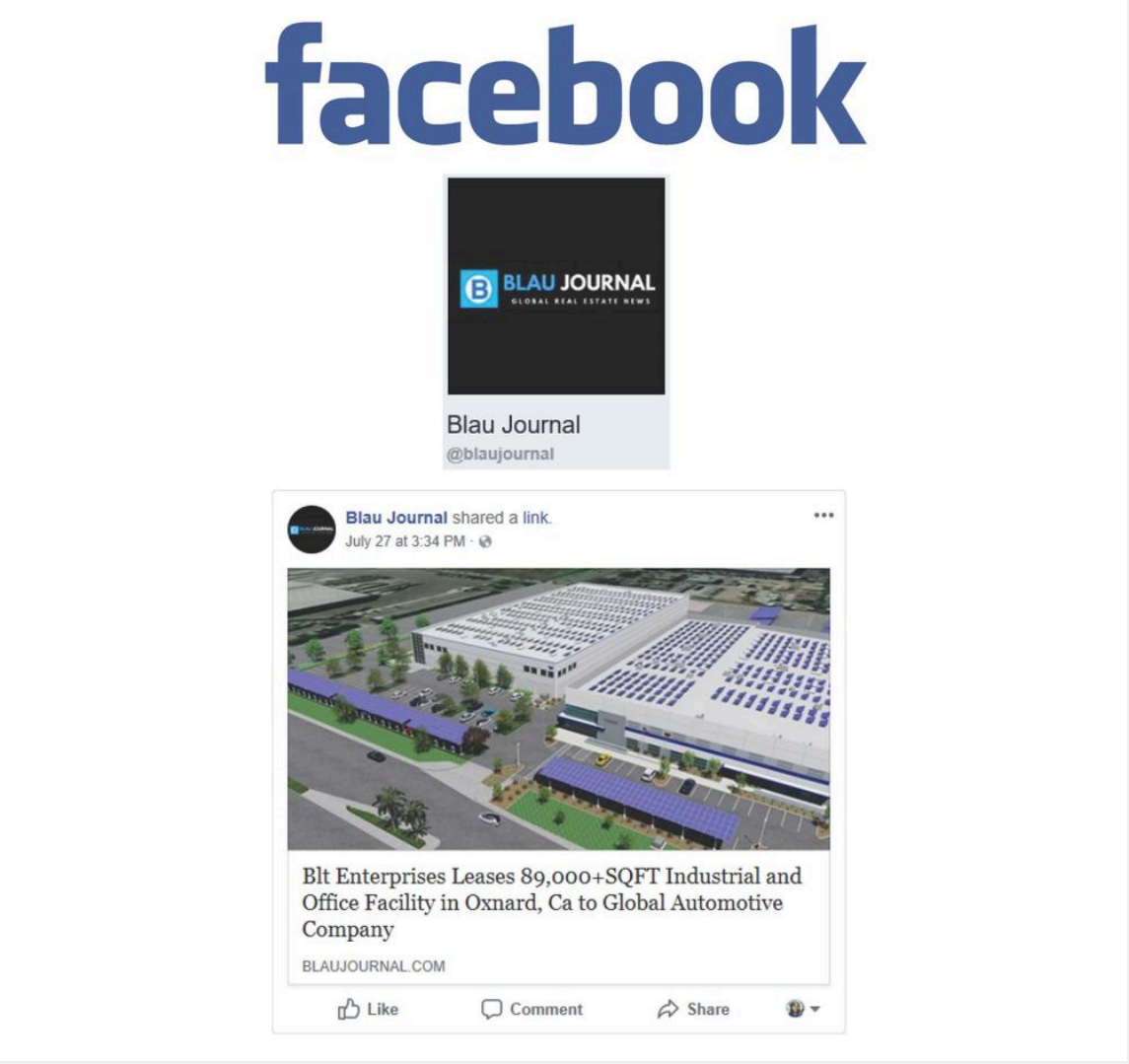

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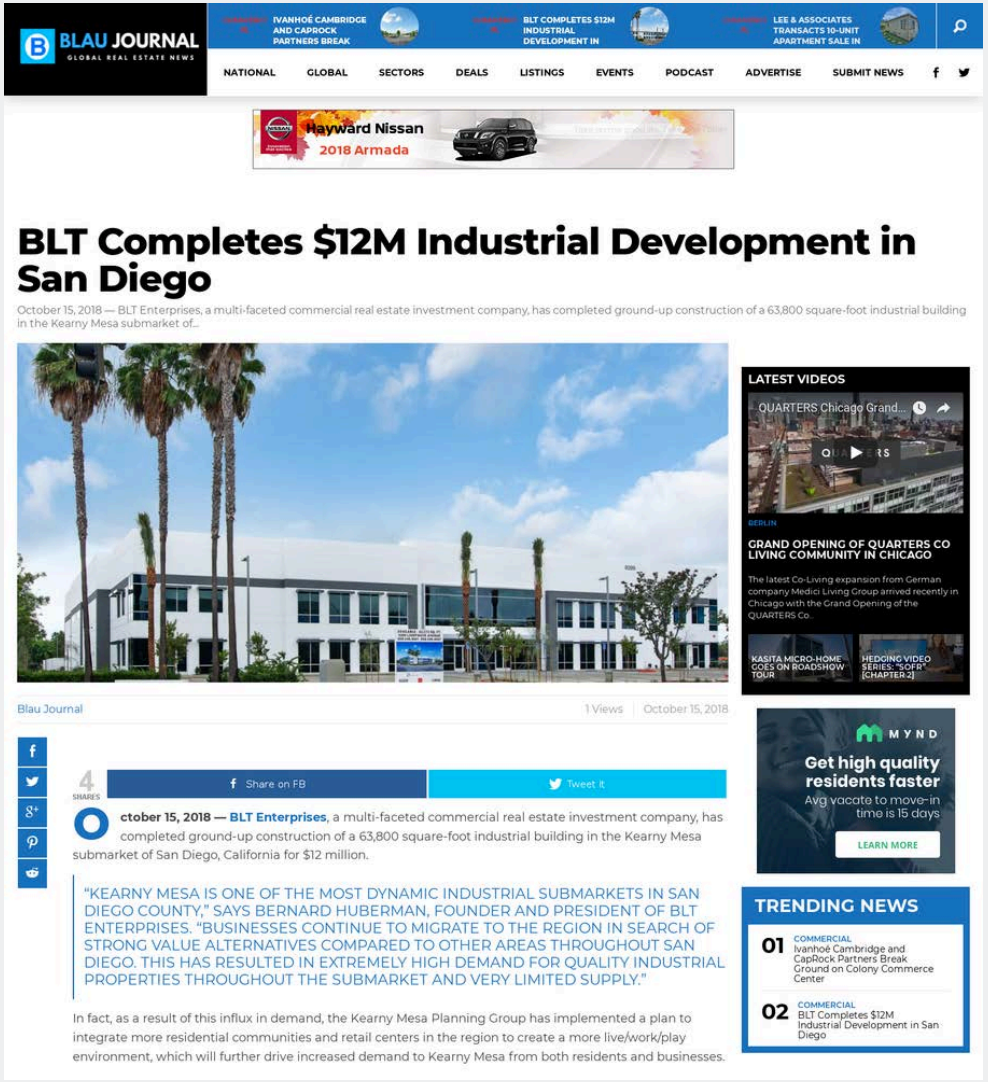

October 15, 2018 ONLINE

Blau Journal (61-118)

blaujournal.com/blt-completes-12m-indust...

October 16, 2018

Blau Journal Twitter (61-118)

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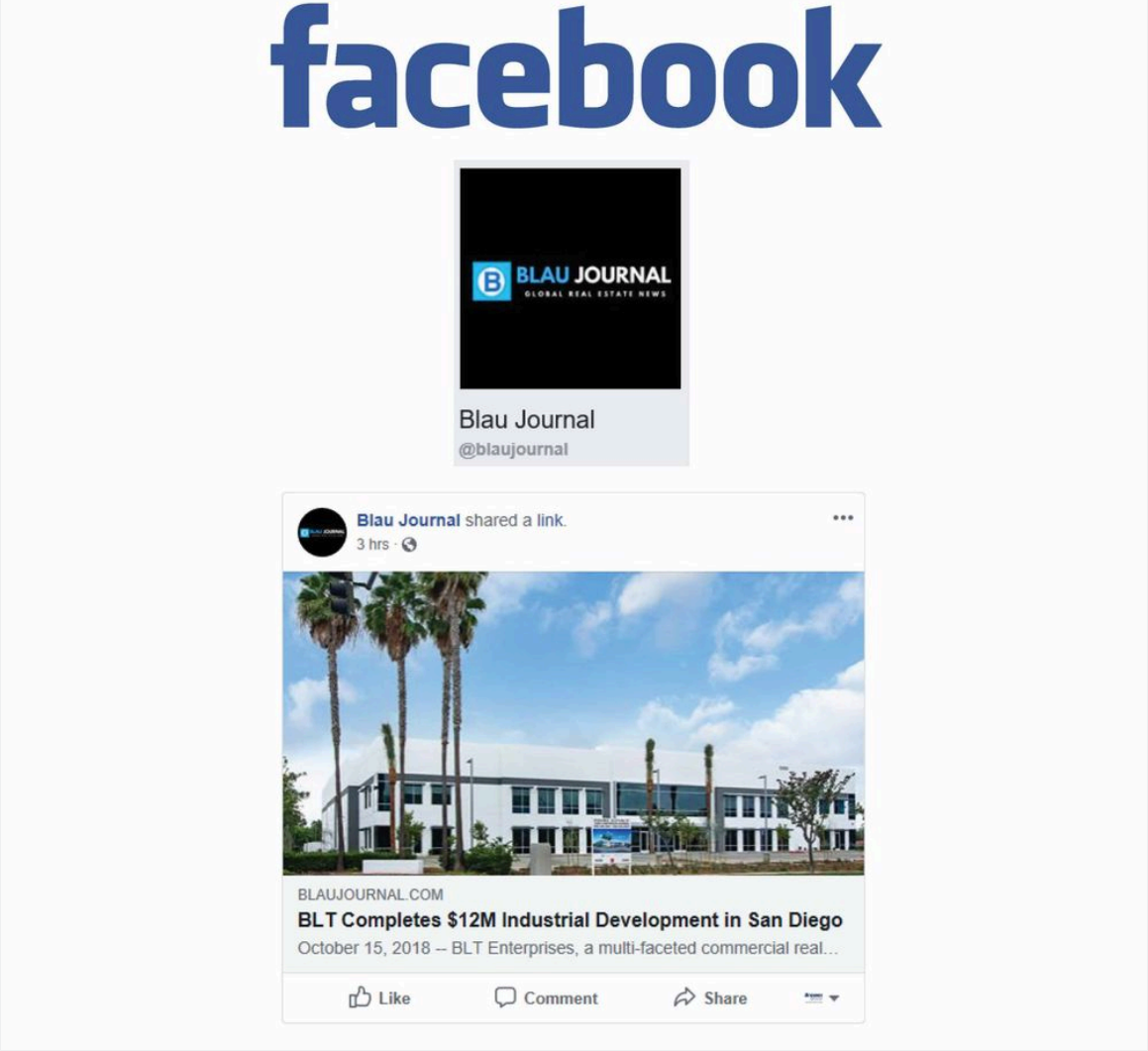

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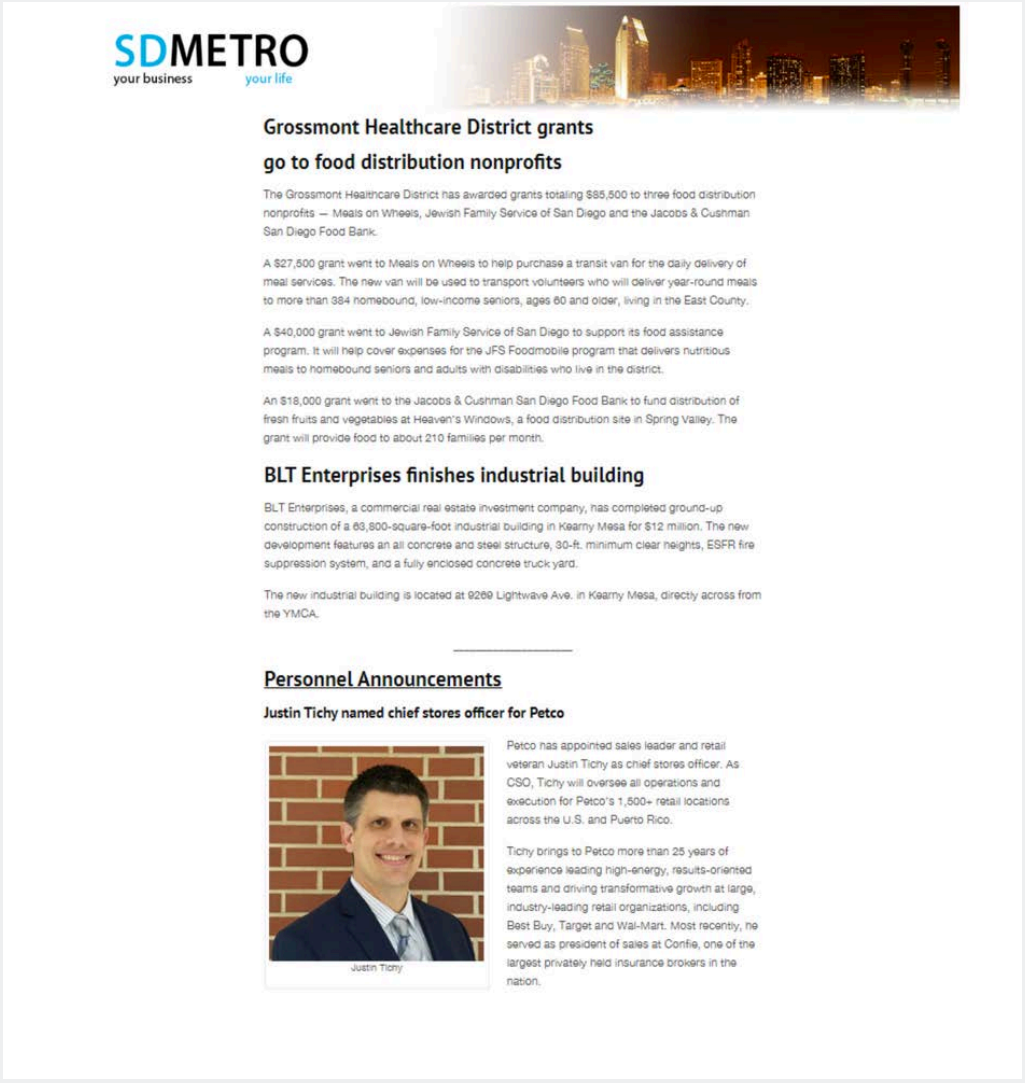

SDMETRO
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Grossmont Healthcare District grants go to food distribution nonprofits

The Grossmont Healthcare District has awarded grants totaling $85,500 to three food distribution nonprofits — Meals on Wheels, Jewish Family Service of San Diego and the Jacobs & Cushman San Diego Food Bank.

A $27,500 grant went to Meals on Wheels to help purchase a transit van for the daily delivery of meal services. The new van will be used to transport volunteers who will deliver year-round meals to more than 384 homebound, low-income seniors, ages 60 and older, living in the East County.

A $40,000 grant went to Jewish Family Service of San Diego to support its food assistance program. It will help cover expenses for the JFS Foodmobile program that delivers nutritious meals to homebound seniors and adults with disabilities who live in the district.

An $18,000 grant went to the Jacobs & Cushman San Diego Food Bank to fund distribution of fresh fruits and vegetables at Heaven's Windows, a food distribution site in Spring Valley. The grant will provide food to about 210 families per month.

BLT Enterprises finishes industrial building

BLT Enterprises, a commercial real estate investment company, has completed ground-up construction of a 83,600-square-foot industrial building in Kearny Mesa for $12 million. The new development features an all concrete and steel structure, 30-ft. minimum clear heights, ESFR fire suppression system, and a fully enclosed concrete truck yard.

The new industrial building is located at 9269 Lightwave Ave. in Kearny Mesa, directly across from the YMCA.

Personnel Announcements

Justin Tichy named chief stores officer for Petco

Justin Tichy

Petco has appointed sales leader and retail veteran Justin Tichy as chief stores officer. As CSO, Tichy will oversee all operations and execution for Petco's 1,500+ retail locations across the U.S. and Puerto Rico.

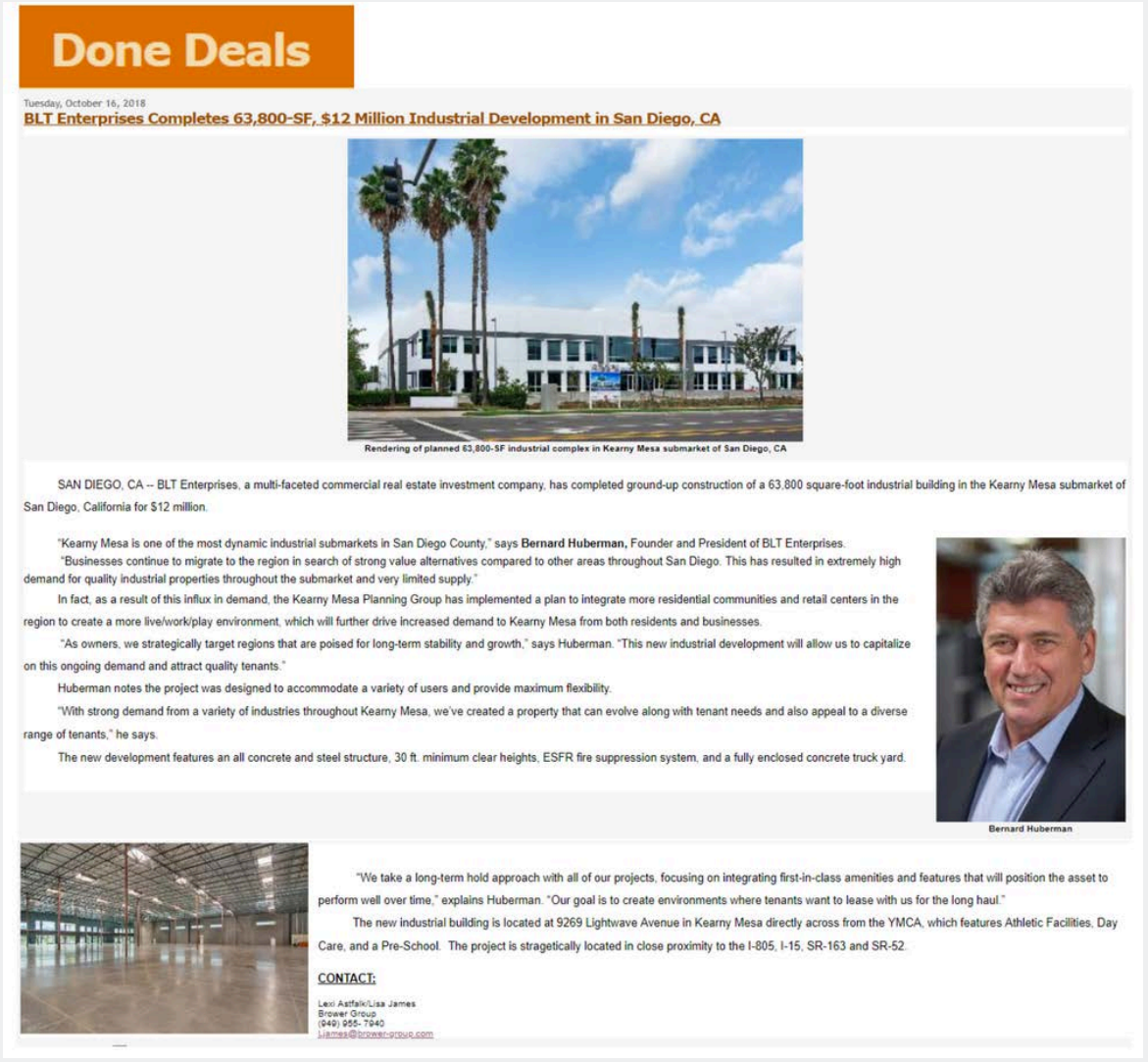
Tichy brings to Petco more than 25 years of experience leading high-energy, results-oriented teams and driving transformative growth at large, industry-leading retail organizations, including Best Buy, Target and Wal-Mart. Most recently, he served as president of sales at Confie, one of the largest privately held insurance brokers in the nation.

October 16, 2018 ONLINE

San Diego Metro Magazine (61-118)

sandiegometro.com/2018/10/daily-busine...

alex-donedeals.blogspot.com



Done Deals

Tuesday, October 16, 2018

BLT Enterprises Completes 63,800-SF, $12 Million Industrial Development in San Diego, CA

Rendering of planned 63,800-SF industrial complex in Kearny Mesa submarket of San Diego, CA

SAN DIEGO, CA -- BLT Enterprises, a multi-faceted commercial real estate investment company, has completed ground-up construction of a 63,800 square-foot industrial building in the Kearny Mesa submarket of San Diego, California for $12 million.

"Kearny Mesa is one of the most dynamic industrial submarkets in San Diego County," says **Bernard Huberman,** Founder and President of BLT Enterprises.

"Businesses continue to migrate to the region in search of strong value alternatives compared to other areas throughout San Diego. This has resulted in extremely high demand for quality industrial properties throughout the submarket and very limited supply."

In fact, as a result of this influx in demand, the Kearny Mesa Planning Group has implemented a plan to integrate more residential communities and retail centers in the region to create a more live/work/play environment, which will further drive increased demand to Kearny Mesa from both residents and businesses.

"As owners, we strategically target regions that are poised for long-term stability and growth," says Huberman. "This new industrial development will allow us to capitalize on this ongoing demand and attract quality tenants."

Huberman notes the project was designed to accommodate a variety of users and provide maximum flexibility.

"With strong demand from a variety of industries throughout Kearny Mesa, we've created a property that can evolve along with tenant needs and also appeal to a diverse range of tenants," he says.

The new development features an all concrete and steel structure, 30 ft. minimum clear heights, ESFR fire suppression system, and a fully enclosed concrete truck yard.

Bernard Huberman

"We take a long-term hold approach with all of our projects, focusing on integrating first-in-class amenities and features that will position the asset to perform well over time," explains Huberman. "Our goal is to create environments where tenants want to lease with us for the long haul."

The new industrial building is located at 9269 Lightwave Avenue in Kearny Mesa directly across from the YMCA, which features Athletic Facilities, Day Care, and a Pre-School. The project is stragetically located in close proximity to the I-805, I-15, SR-163 and SR-52.

CONTACT:

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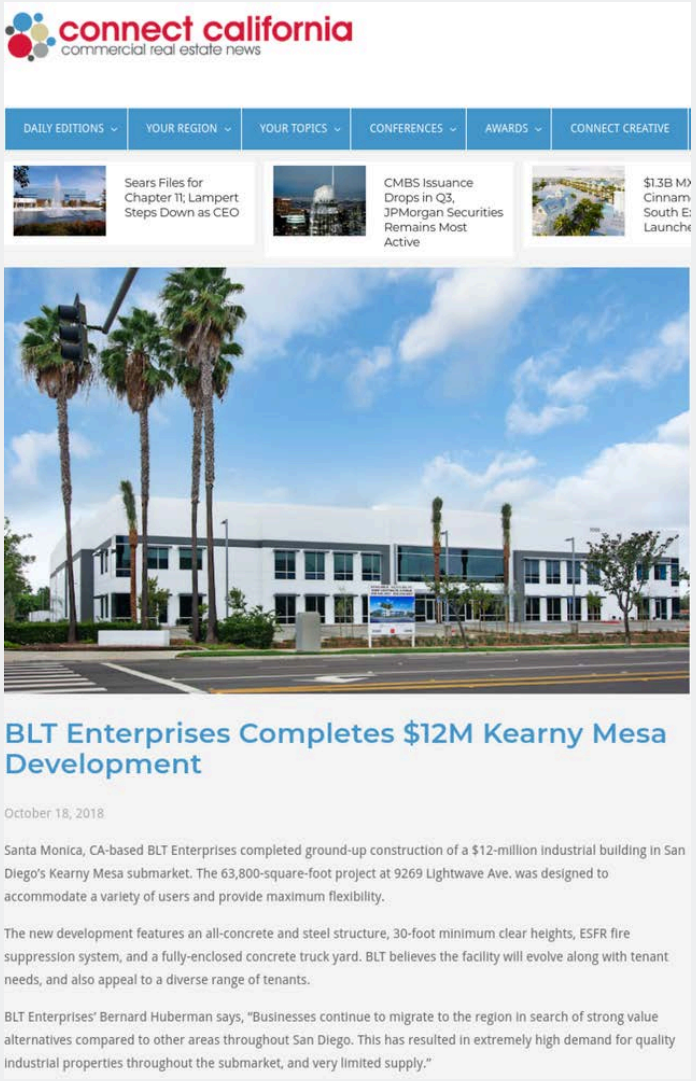
Brower Group
(949) 955- 7940
Ljames@brower-group.com

October 16, 2018 ONLINE

Done Deals Blog (61-118)

alex-donedeals.blogspot.com/2018/10/blt-...



October 18, 2018 ONLINE

Connect Media (61-118)

connect.media/blt-enterprises-completes-...

bisnow.com

CIT Arranges $50M In Financing For BKM's San Diego Industrial Portfolio Acquisition

Bixby Land Company Sells San Diego Office Building

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BLT Completes $12M Industrial Development In San Diego

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October 18, 2018 ONLINE

Bisnow San Diego Morning Brief (61-118)

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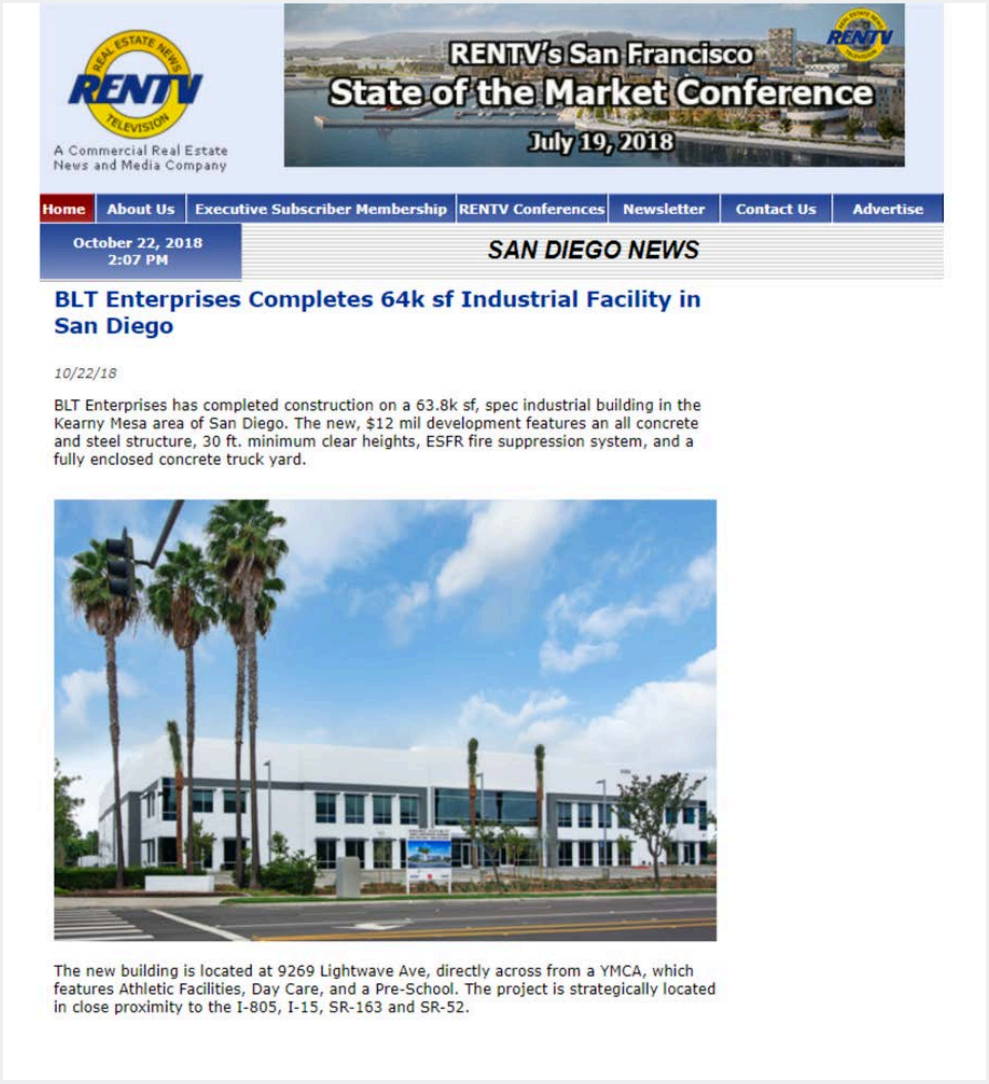
rentv.com



October 22, 2018 ONLINE

RENTV (61-118)

rentv.com/content/southerncalifornia/san...

SAN DIEGO BUSINESS JOURNAL
THE COMMUNITY OF BUSINESS

Tuesday, October 23, 2018

Kearny Mesa Industrial Building Completed

By Ray Huard
Monday, October 22, 2018

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9269 Lightwave Ave. Photo courtesy of BLT Enteprises

BLT Enterprises has completed construction of a $12 million industrial building in Kearny Mesa.

The 63,800 square-foot structure at 9269 Lightwave Ave., was built on a vacant lot.

The building was designed to accommodate a variety of users and provide maximum flexibility, said Bernard Huberman, founder and president of BLT Enterprises.

"Kearny Mesa is one of the most dynamic industrial markets in San Diego County. Businesses continue to migrate to the region in search of strong value alternatives compared to other areas throughout San Diego," Huberman said. "As owners, we strategically target regions that are poised for long-term stability and growth. This new industrial development will allow us to capitalize on this ongoing demand and attract quality tenants."

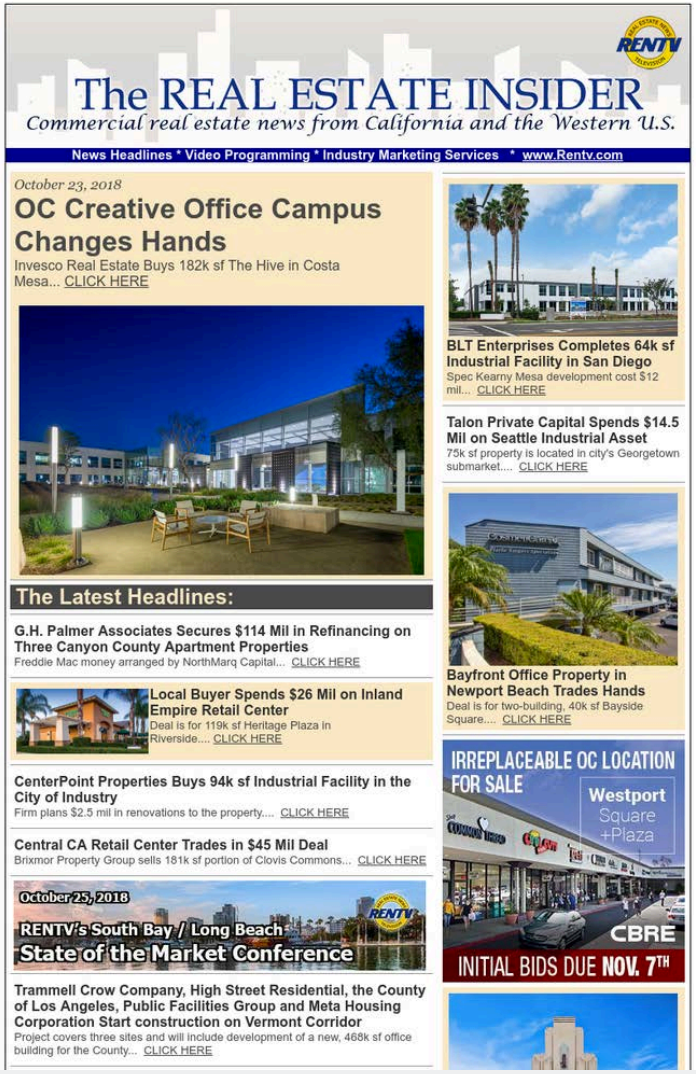
BLT Investors has six properties in San Diego and four in Carlsbad.

October 22, 2018 ONLINE

San Diego Business Journal (61-118)

sdbj.com/news/2018/oct/22/kearny-mesa...

campaign.r20.constantcontact.com



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BLT Enterprises Completes 64k sf Industrial Facility in San Diego

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75k sf property is located in city's Georgetown submarket.... CLICK HERE

Bayfront Office Property in Newport Beach Trades Hands

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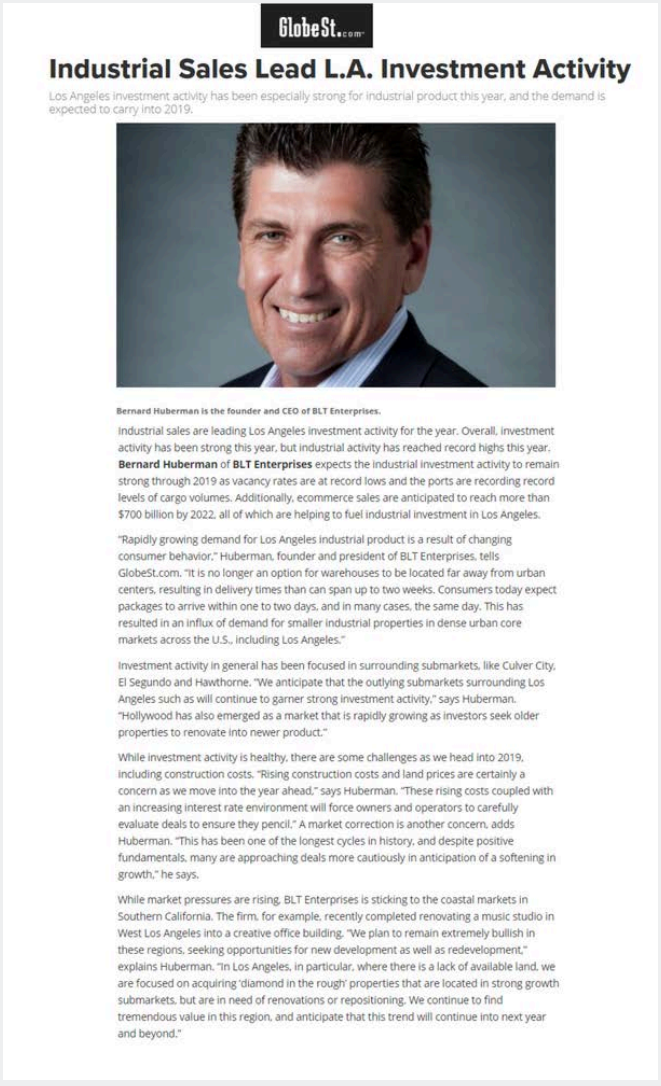


GlobeSt.com

Industrial Sales Lead L.A. Investment Activity

Los Angeles investment activity has been especially strong for industrial product this year, and the demand is expected to carry into 2019.

Bernard Huberman is the founder and CEO of BLT Enterprises.

Industrial sales are leading Los Angeles investment activity for the year. Overall, investment activity has been strong this year, but industrial activity has reached record highs this year. **Bernard Huberman** of **BLT Enterprises** expects the industrial investment activity to remain strong through 2019 as vacancy rates are at record lows and the ports are recording record levels of cargo volumes. Additionally, ecommerce sales are anticipated to reach more than $700 billion by 2022, all of which are helping to fuel industrial investment in Los Angeles.

"Rapidly growing demand for Los Angeles industrial product is a result of changing consumer behavior," Huberman, founder and president of BLT Enterprises, tells GlobeSt.com. "It is no longer an option for warehouses to be located far away from urban centers, resulting in delivery times than can span up to two weeks. Consumers today expect packages to arrive within one to two days, and in many cases, the same day. This has resulted in an influx of demand for smaller industrial properties in dense urban core markets across the U.S., including Los Angeles."

Investment activity in general has been focused in surrounding submarkets, like Culver City, El Segundo and Hawthorne. "We anticipate that the outlying submarkets surrounding Los Angeles such as will continue to garner strong investment activity," says Huberman. "Hollywood has also emerged as a market that is rapidly growing as investors seek older properties to renovate into newer product."

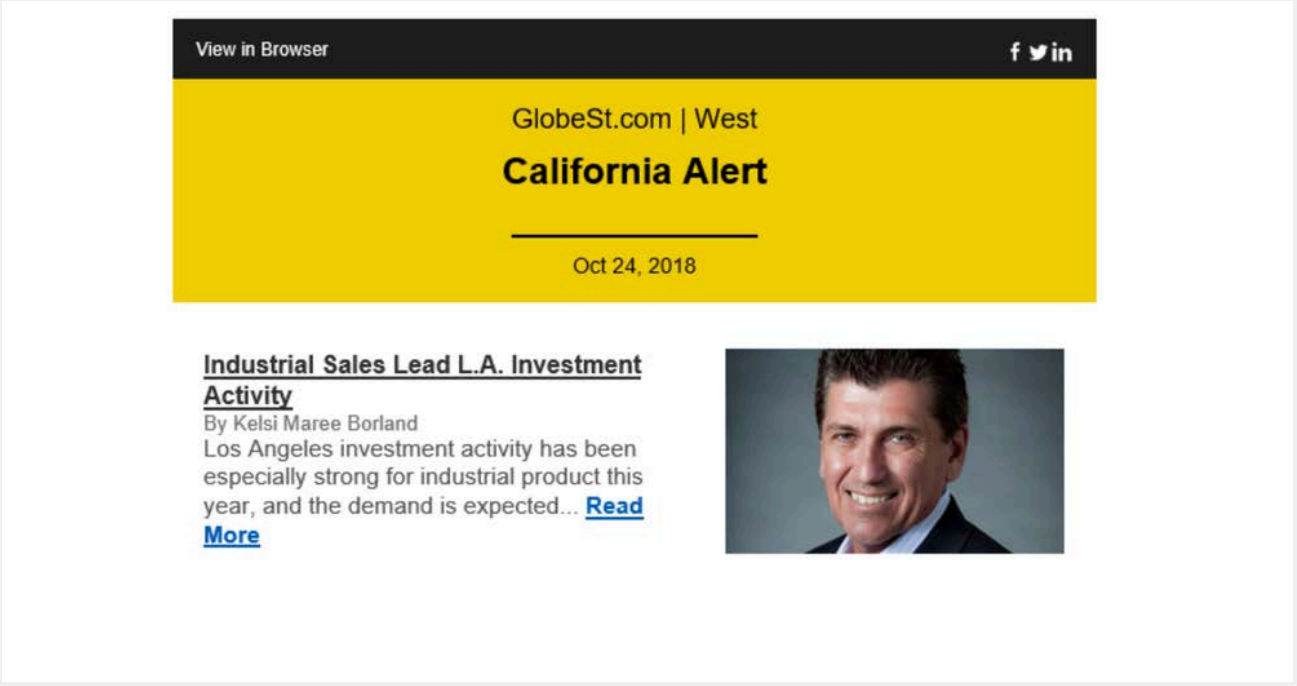
While investment activity is healthy, there are some challenges as we head into 2019, including construction costs. "Rising construction costs and land prices are certainly a concern as we move into the year ahead," says Huberman. "These rising costs coupled with an increasing interest rate environment will force owners and operators to carefully evaluate deals to ensure they pencil." A market correction is another concern, adds Huberman. "This has been one of the longest cycles in history, and despite positive fundamentals, many are approaching deals more cautiously in anticipation of a softening in growth," he says.

While market pressures are rising, BLT Enterprises is sticking to the coastal markets in Southern California. The firm, for example, recently completed renovating a music studio in West Los Angeles into a creative office building. "We plan to remain extremely bullish in these regions, seeking opportunities for new development as well as redevelopment," explains Huberman. "In Los Angeles, in particular, where there is a lack of available land, we are focused on acquiring 'diamond in the rough' properties that are located in strong growth submarkets, but are in need of renovations or repositioning. We continue to find tremendous value in this region, and anticipate that this trend will continue into next year and beyond."

October 24, 2018 ONLINE

GlobeSt (61-124)

globest.com/2018/10/24/industrial-sales-l...



October 24, 2018

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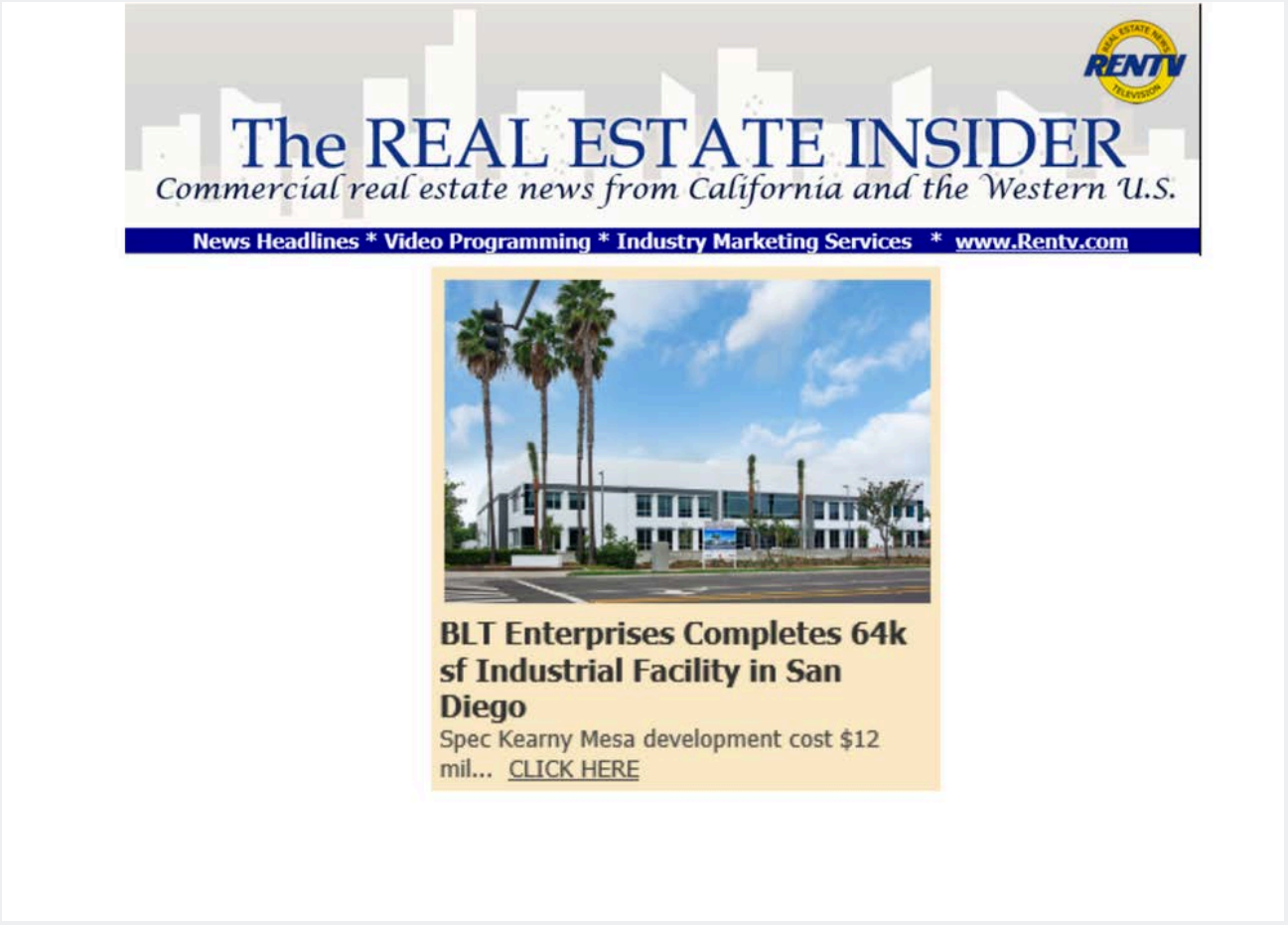

October 25, 2018

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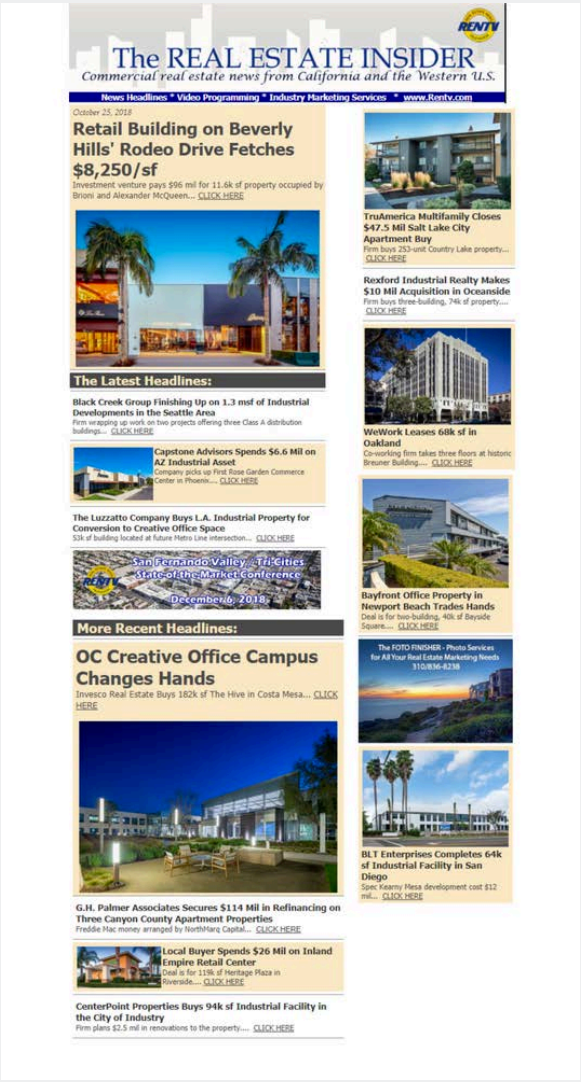

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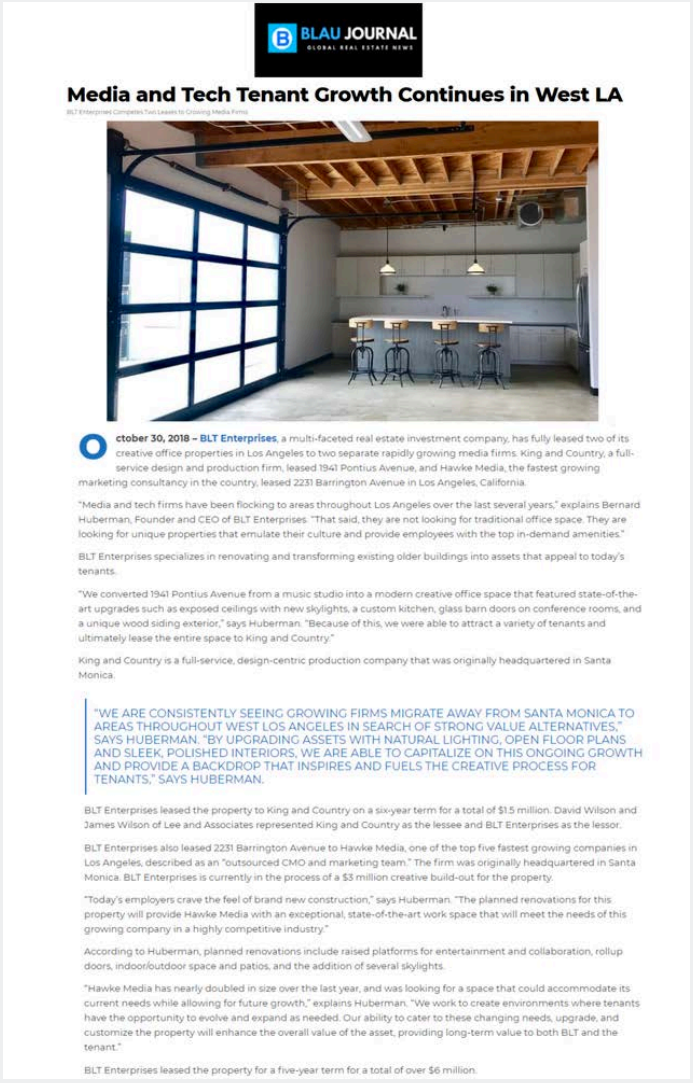

BLAU JOURNAL
GLOBAL REAL ESTATE NEWS

Media and Tech Tenant Growth Continues in West LA

BLT Enterprises Completes Two Leases to Growing Media Firms

October 30, 2018 – BLT Enterprises, a multi-faceted real estate investment company, has fully leased two of its creative office properties in Los Angeles to two separate rapidly growing media firms. King and Country, a full-service design and production firm, leased 1941 Pontius Avenue, and Hawke Media, the fastest growing marketing consultancy in the country, leased 2231 Barrington Avenue in Los Angeles, California.

"Media and tech firms have been flocking to areas throughout Los Angeles over the last several years," explains Bernard Huberman, Founder and CEO of BLT Enterprises. "That said, they are not looking for traditional office space. They are looking for unique properties that emulate their culture and provide employees with the top in-demand amenities."

BLT Enterprises specializes in renovating and transforming existing older buildings into assets that appeal to today's tenants.

"We converted 1941 Pontius Avenue from a music studio into a modern creative office space that featured state-of-the-art upgrades such as exposed ceilings with new skylights, a custom kitchen, glass barn doors on conference rooms, and a unique wood siding exterior," says Huberman. "Because of this, we were able to attract a variety of tenants and ultimately lease the entire space to King and Country."

King and Country is a full-service, design-centric production company that was originally headquartered in Santa Monica.

> "WE ARE CONSISTENTLY SEEING GROWING FIRMS MIGRATE AWAY FROM SANTA MONICA TO AREAS THROUGHOUT WEST LOS ANGELES IN SEARCH OF STRONG VALUE ALTERNATIVES," SAYS HUBERMAN. "BY UPGRADING ASSETS WITH NATURAL LIGHTING, OPEN FLOOR PLANS AND SLEEK, POLISHED INTERIORS, WE ARE ABLE TO CAPITALIZE ON THIS ONGOING GROWTH AND PROVIDE A BACKDROP THAT INSPIRES AND FUELS THE CREATIVE PROCESS FOR TENANTS," SAYS HUBERMAN.

BLT Enterprises leased the property to King and Country on a six-year term for a total of $1.5 million. David Wilson and James Wilson of Lee and Associates represented King and Country as the lessee and BLT Enterprises as the lessor.

BLT Enterprises also leased 2231 Barrington Avenue to Hawke Media, one of the top five fastest growing companies in Los Angeles, described as an "outsourced CMO and marketing team." The firm was originally headquartered in Santa Monica. BLT Enterprises is currently in the process of a $3 million creative build-out for the property.

"Today's employers crave the feel of brand new construction," says Huberman. "The planned renovations for this property will provide Hawke Media with an exceptional, state-of-the-art work space that will meet the needs of this growing company in a highly competitive industry."

According to Huberman, planned renovations include raised platforms for entertainment and collaboration, rollup doors, indoor/outdoor space and patios, and the addition of several skylights.

"Hawke Media has nearly doubled in size over the last year, and was looking for a space that could accommodate its current needs while allowing for future growth," explains Huberman. "We work to create environments where tenants have the opportunity to evolve and expand as needed. Our ability to cater to these changing needs, upgrade, and customize the property will enhance the overall value of the asset, providing long-term value to both BLT and the tenant."

BLT Enterprises leased the property for a five-year term for a total of over $6 million.

October 31, 2018 ONLINE

Blau Journal (61-122)

blaujournal.com/media-and-tech-tenant-g...

alex-donedeals.blogspot.com

November 03, 2018 ONLINE

Done Deals Blog (61-122)

alex-donedeals.blogspot.com/2018/11/blt-...

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BLT Enterprises Completes Two Leases to Growing Media Firms in Los Angeles, CA

Los Angeles, CA - BLT Enterprises, a multi-faceted real estate investment company, has fully leased two of its creative office properties in Los Angeles to two separate rapidly growing media firms.

King and Country, a full-service design and production firm, leased 1941 Pontius Avenue, and Hawke Media, the fastest growing marketing consultancyin the country, leased 2231 Barrington Avenue in Los Angeles, California.

BLT Enterprises leased the property to King and Country on a six-year term for a total of $1.5 million.

David Wilson and James Wilson of Lee and Associates represented King and Country as the lessee and BLT Enterprises as the lessor.

"Media and tech firms have been flocking to areas throughout Los Angeles over the last several years," explains **Bernard Huberman**, Founder and CEO of BLT Enterprises.

"That said, they are not looking for traditional office space. They are looking for unique properties that emulate their culture and provide employees with the top in-demand amenities."

BLT Enterprises specializes in renovating and transforming existing older buildings into assets that appeal to today's tenants.

Bernard Huberman

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Ljames@brower-group.com

Posted by Alex at 2:38 PM
Labels: BLT Enterprises Two New Leases Los Angeles CA 11-3-18

November 06, 2018 ONLINE

bisnow.com (61-122)

bisnow.com/los-angeles/news/deal-sheet...

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News

Los Angeles Deal Sheet

The LA Deal Sheet

November 6, 2018 | Joseph Pimentel, Bisnow Los Angeles

Courtesy of BLT Enterprises

1941 Pontius Ave. in West Los Angeles

King and Country, a design firm, has signed a six-year, $1.5M lease with BLT Enterprises to occupy 4,600 SF of creative office space at 1941 Pontius Ave. in West Los Angeles. Lee and Associates' David Wilson and James Wilson represented King and Country as the lessee and BLT Enterprises as the lessor.

***

Hawke Media, a marketing consultancy company, has signed a five-year, $6M lease with BLT Enterprises to occupy 2231 Barrington Ave. in West Los Angeles. BLT is currently in the process of a $3M creative build-out for the property. The brokers were not disclosed.

socal-re.com

November 13, 2018 ONLINE

SoCal Real Estate Magazine (61-129)

socal-re.com/school-district-buys-industri...

SoCal RealEstate
THE COMMERCIAL REAL ESTATE VOICE OF SOUTHERN CALIFORNIA

5454 Ruffin Road | Courtesy a representative of BLT Enterprises

School District Buys Industrial Asset for Record Price PSF

CARRIE ROSSENFELD / NOVEMBER 13, 2018 / INDUSTRIAL

San Diego Unified School District has purchased a 54,000-square-foot R&D/flex building at 5454 Ruffin Road in the Kearny Mesa submarket of San Diego for $18 million or $330 per square foot, according to a release from a representative of BLT Enterprises, the seller. The firm reports that BLT acquired the property in 2017 and renovated it before selling it to the school district a year and a half later for a reported record price per square foot for an industrial asset in the that submarket.

SoCal Real Estate reached out to the rep for information on how the school district will use the building but did not hear back before deadline.

According to the statement, BLT converted a 77,000-square-foot, two-story office building back to its original 54,000-square-foot size by removing the dated addition of a second-story office space constructed in the late 1980s. The former owner also modernized and upgraded the property by creating an outdoor amenity space, new lobby, exposed high ceilings, skylights, dual-pane energy-efficient glazing, and LED lighting, among other features, the source says.

The statement also says Ron Jacobson at SD Realty Partners, along with Brad Black and Chris Pascale at CBRE, represented the seller in the transaction, while Tom Mercer at Colliers International represented the buyer.

Bernard Huberman, founder and president of BLT Enterprises, is quoted in the release as saying, "Due to the property's strategic location in a thriving industrial submarket, we knew that we could quickly enhance value by renovating, upgrading, and modernizing the asset."

Huberman also says in the release that the mezzanine the seller removed "made the property severely under parked. By restoring the property to its original size, we were able to create a highly functional environment that appealed to a diverse range of prospective buyers and ultimately added to the long-term value of the property."

November 13, 2018

SoCal Real Estate Twitter (61-129)

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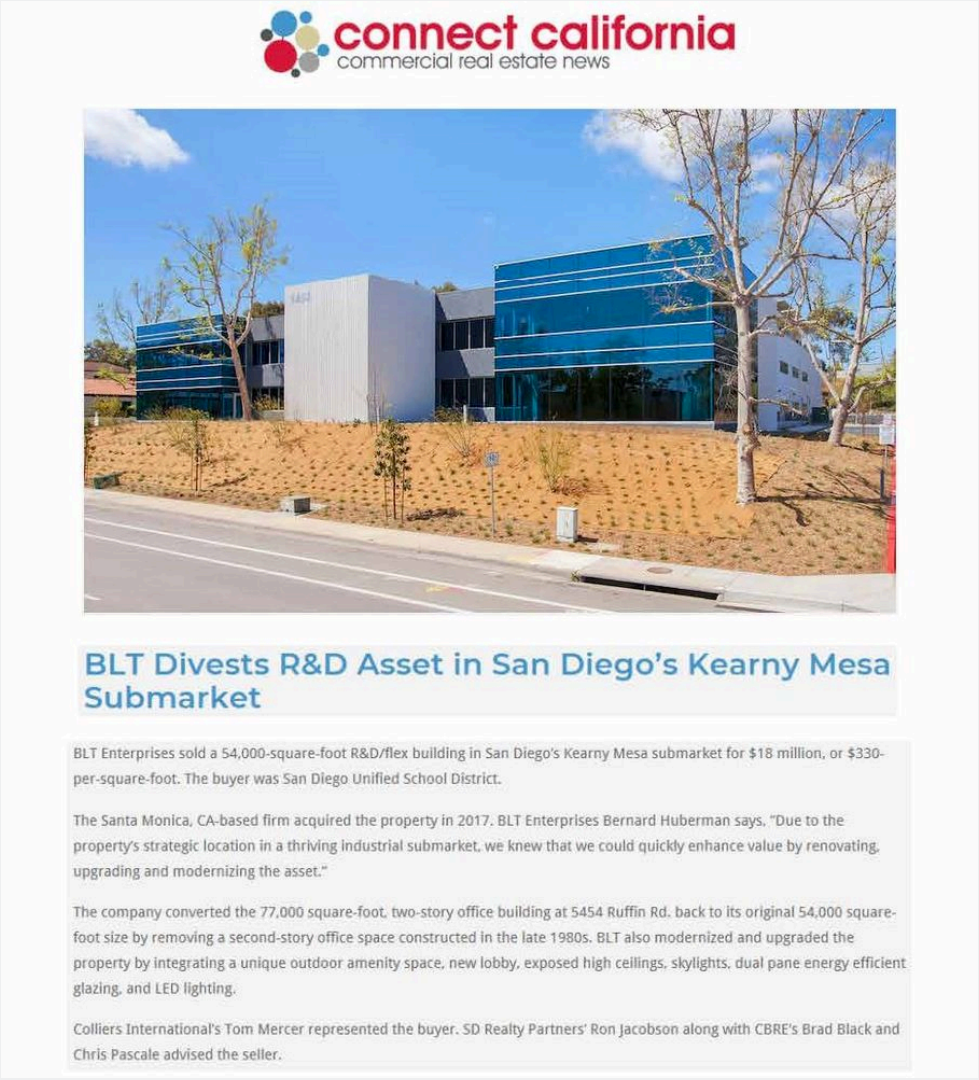

connect california
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BLT Divests R&D Asset in San Diego's Kearny Mesa Submarket

BLT Enterprises sold a 54,000-square-foot R&D/flex building in San Diego's Kearny Mesa submarket for $18 million, or $330-per-square-foot. The buyer was San Diego Unified School District.

The Santa Monica, CA-based firm acquired the property in 2017. BLT Enterprises Bernard Huberman says, "Due to the property's strategic location in a thriving industrial submarket, we knew that we could quickly enhance value by renovating, upgrading and modernizing the asset."

The company converted the 77,000 square-foot, two-story office building at 5454 Ruffin Rd. back to its original 54,000 square-foot size by removing a second-story office space constructed in the late 1980s. BLT also modernized and upgraded the property by integrating a unique outdoor amenity space, new lobby, exposed high ceilings, skylights, dual pane energy efficient glazing, and LED lighting.

Colliers International's Tom Mercer represented the buyer. SD Realty Partners' Ron Jacobson along with CBRE's Brad Black and Chris Pascale advised the seller.

November 14, 2018 ONLINE

Connect Media (61-129)

connect.media/blt-divests-rd-asset-in-san...

November 14, 2018

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San Diego Unified School District Buys 54k sf Kearny Mesa Facility

11/14/18

San Diego Unified School District purchased a 54k sf R&D/flex building in Kearny Mesa for $18 mil, or $330/sf. The property, located at 5454 Ruffin Rd, was sold by BLT Enterprises.

BLT acquired the asset in 2017 and, since that time, has converted what was a 77k sf, two-story office building back to its original 54k sf size by removing the dated addition of a second-story office space constructed in the late 1980s.

"The addition of this mezzanine made the property severely under parked," said Bernard Huberman, BLT Founder and President. "By restoring the property to its original size, we were able to create a highly-functional environment that appealed to a diverse range of prospective buyers, and ultimately added to the long-term value of the property."

In addition to removing the dated renovations, BLT Enterprises also modernized and upgraded the property by integrating a unique outdoor amenity space, new lobby, exposed high ceilings, skylights, dual pane energy efficient glazing, and LED lighting, among other features.

Ron Jacobson at SD Realty Partners, along with Brad Black and Chris Pascale at CBRE, represented BLT Enterprises in the deal. Tom Mercer at Colliers International repped San Diego Unified School District.

November 14, 2018 ONLINE

RENTV.com (61-129)

rentv.com/content/southerncalifornia/mai...

cpexecutive.com

November 14, 2018 ONLINE

Commercial Property Executive (61-129)

cpexecutive.com/post/blt-enterprises-sell...

COMMERCIAL PROPERTY EXECUTIVE

BLT Enterprises Sells San Diego R&D Facility

NOV 14 2018

The company acquired the asset in 2017 and repositioned it to achieve a record price per square foot for an industrial asset in the Kearny Mesa submarket.

by Roxana Baiceanu

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BLT Enterprises has sold a research & development facility in San Diego's Kearny Mesa submarket for a record price of $330 per square foot. The transaction closed at $18 million, the buyer being San Diego Unified School District. A team of brokers from SD Realty Partners and CBRE represented the seller while Colliers International worked on behalf of the buyer.

5454 Ruffin Road

The two-story building is located at 5454 Ruffin Road and it originally encompassed 54,000 square feet. In the late 1980s it underwent a 23,000-square-foot office expansion, which increased the property's total square footage to 77,000. After BLT acquired it in 2017, the second-story office space was demolished and the facility was restored to its original size.

"*The addition of this mezzanine made the property severely under parked,*" said Bernard Huberman, the founder & president of the company. "*By restoring the property to its original size, we were able to create a highly-functional environment that appealed to a diverse range of prospective buyers, and ultimately added to the long-term value of the property.*"

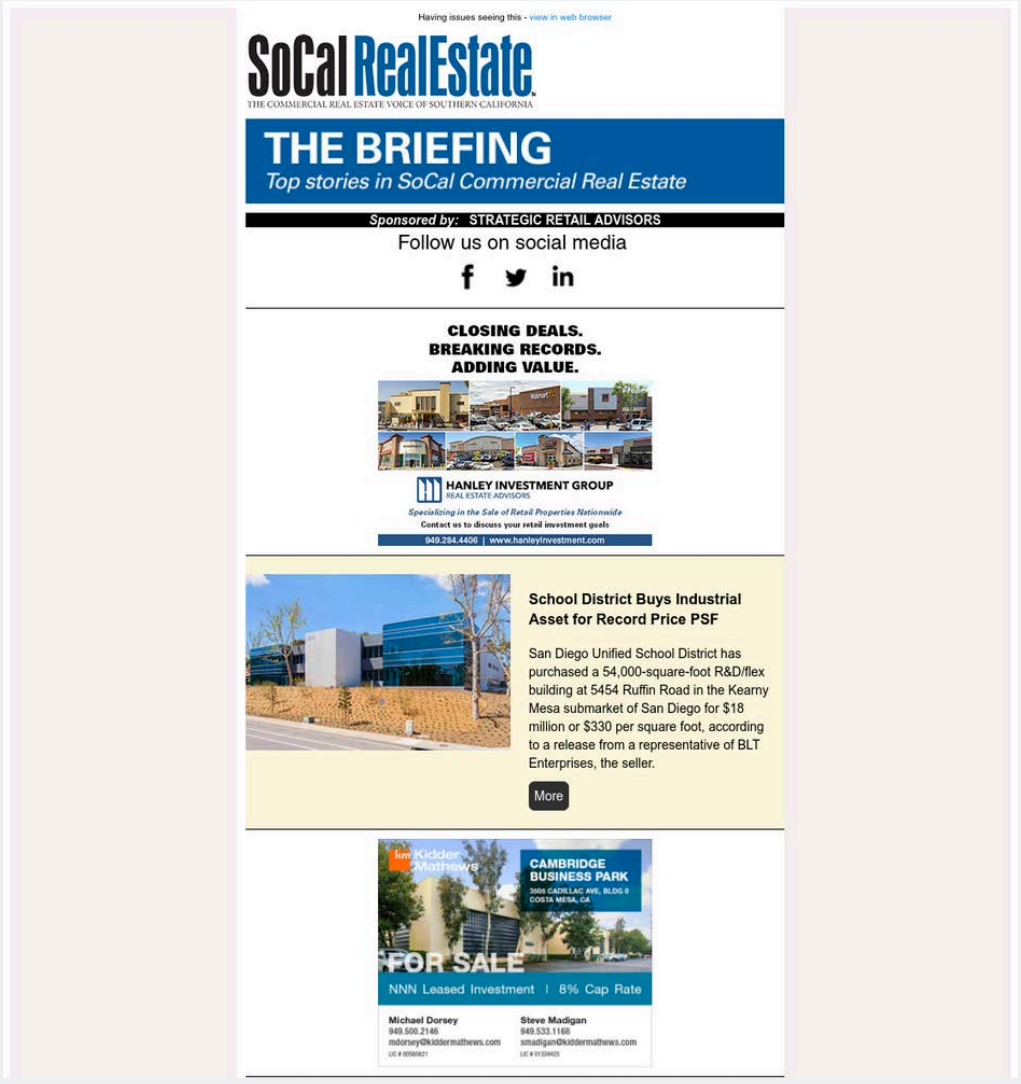
In addition to removing the office component, the former owner completed several other upgrades at the property. It added an outdoor amenity space, new lobby, exposed high ceilings, skylights, dual-pane energy efficient glazing and LED lighting.

The brokers involved in the deal were Ron Jacobson of SD Realty, Brad Black and Chris Pascale from CBRE as well as Tom Mercer from Colliers International. Earlier this year, SD Realty represented BLT in a $38.3 million industrial deal in San Diego's Carlsbad submarket.

Image courtesy of BLT Enterprises

BLT Enterprises | CBRE | Colliers International | SD Realty Partners

sg-mktg.com



November 14, 2018 ONLINE

SoCal Real Estate e-newsletter (61-129)

sg-mktg.com/MTU0MjIwNDI1NXxjcW1lYId...

November 14, 2018

REBusiness Online (61-129)

REBUSINESS ONLINE
published by France Media Inc.

BLT Enterprises Divests 54,000 SF Flex Building in San Diego's Kearny Mesa for $18M

Posted on November 14, 2018 by Amy Works in Acquisitions, California, Industrial, Office, Western

San Diego Unified School District acquired the 54,000-square-foot flex building, located at 5454 Ruffin Road in San Diego's Kearny Mesa district.

SAN DIEGO — Santa Monica, Calif.-based BLT Enterprises has completed the sale of an R&D and flex building, located at 5454 Ruffin Road in San Diego's Kearny Mesa district. San Diego Unified School District acquired the asset for $18 million, or $330 per square foot.

BLT acquired the property in 2017. During its ownership, the company converted the 77,000-square-foot, two-story office building back to its original 54,000-square-foot size by removing the dated addition of a second-story office space that was constructed in the late 1980s. Additionally, BLT modernized the property and added an outdoor amenity space, new lobby, exposed high ceilings, skylights, dual-pane, energy-efficient glazing and LED lighting.

Ron Jacobson of SD Realty Partners, in conjunction with Brad Black and Chris Pascale of CBRE, represented the seller, while Tom Mercer of Colliers International represented the buyer in the deal.

rebusinessonline.com

ONLINE

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rebusinessonline.com/blt-enterprises-div...

sdbj.com

November 14, 2018 ONLINE

San Diego Business Journal (61-129)

sdbj.com/news/2018/nov/14/kearny-mesa...

SAN DIEGO BUSINESS JOURNAL
THE COMMUNITY OF BUSINESS

Kearny Mesa Building Sold For $18M

By Ray Huard
Wednesday, November 14, 2018

5454 Ruffin Road Photo courtesy of BLT Enterprises

A Kearny Mesa research and development/flex building has been acquired by the San Diego Unified School District for $18 million.

The 54,000 square-foot building at 5454 Ruffin Road was extensively renovated prior to sale by BLT Enterprises, which bought the building in 2017.

The renovation work included removing about 23,000 square feet of office space that was added in the late 1980s, bringing the building back to its original size.

"By restoring the property to its original size, we were able to create a highly functional environment that appealed to a diverse range of prospective buyers and ultimately added to the long-term value of the property," said Bernard Huberman, founder and president of BLT Enterprises.

In addition to removing the office space, BLT Enterprises added outdoor amenity space, a new lobby, skylights, dual pane energy efficient glazing and LED lighting.

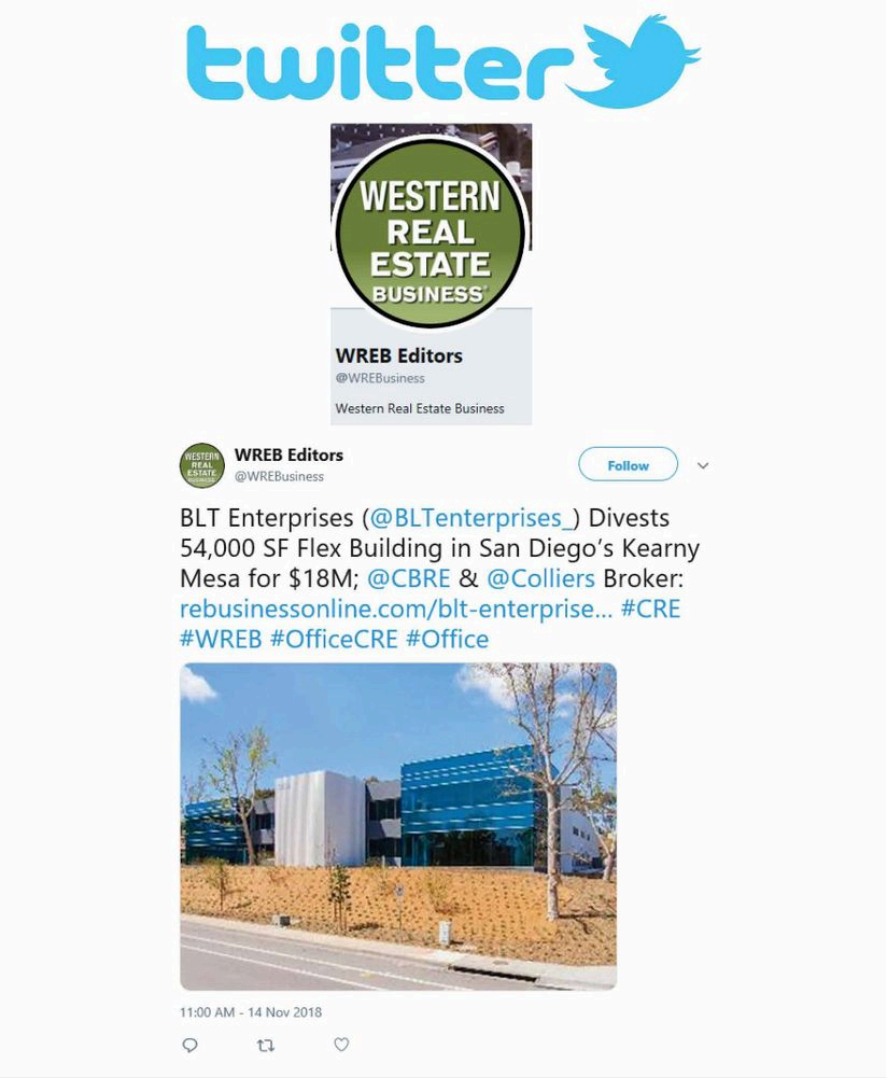
"Due to the property's strategic location in a thriving industrial submarket, we knew that we could quickly enhance value by renovating, upgrading and modernizing the asset," Huberman said.

Ron Jacobson of SD Realty Partners and Brad Black and Chris Pascale of CBRE represented BLT Enterprises in the transaction.

Tom Mercer of Colliers International represented the school district.

November 14, 2018

Western Real Estate Business Twitter (61-129)



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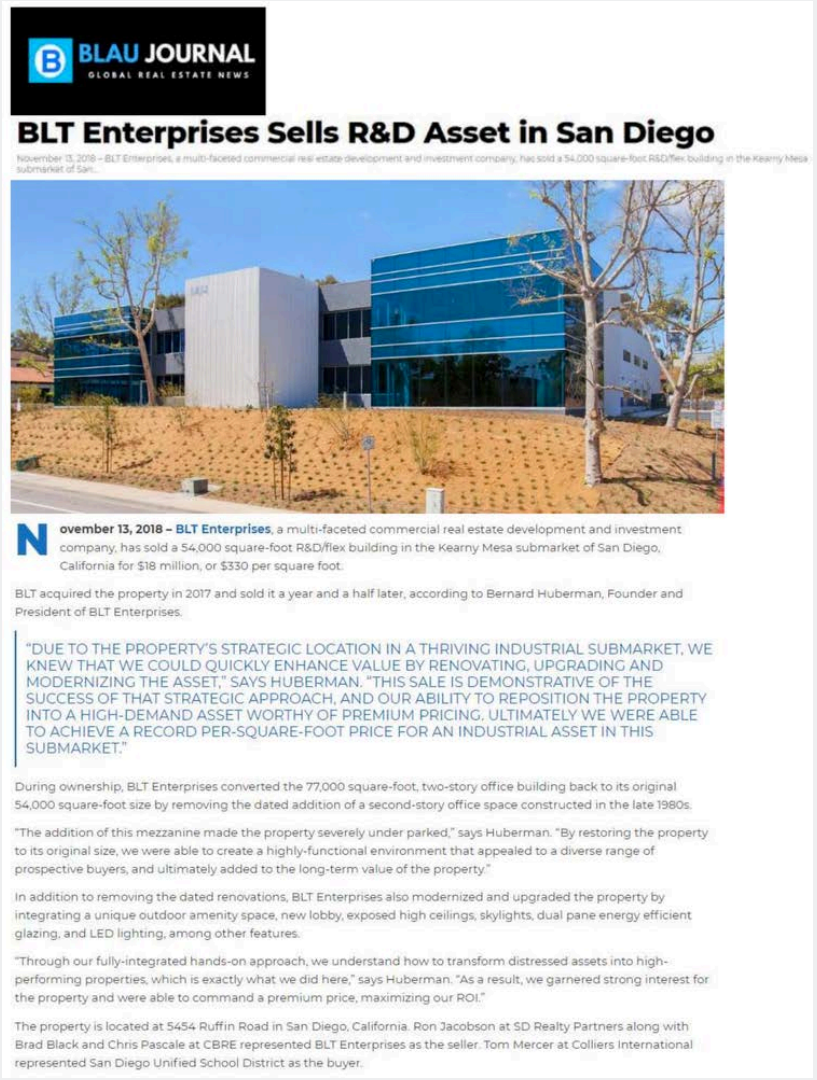

BLAU JOURNAL
GLOBAL REAL ESTATE NEWS

BLT Enterprises Sells R&D Asset in San Diego

November 13, 2018 – BLT Enterprises, a multi-faceted commercial real estate development and investment company, has sold a 54,000 square-foot R&D/flex building in the Kearny Mesa submarket of San...

November 13, 2018 – BLT Enterprises, a multi-faceted commercial real estate development and investment company, has sold a 54,000 square-foot R&D/flex building in the Kearny Mesa submarket of San Diego, California for $18 million, or $330 per square foot.

BLT acquired the property in 2017 and sold it a year and a half later, according to Bernard Huberman, Founder and President of BLT Enterprises.

> "DUE TO THE PROPERTY'S STRATEGIC LOCATION IN A THRIVING INDUSTRIAL SUBMARKET, WE KNEW THAT WE COULD QUICKLY ENHANCE VALUE BY RENOVATING, UPGRADING AND MODERNIZING THE ASSET," SAYS HUBERMAN. "THIS SALE IS DEMONSTRATIVE OF THE SUCCESS OF THAT STRATEGIC APPROACH, AND OUR ABILITY TO REPOSITION THE PROPERTY INTO A HIGH-DEMAND ASSET WORTHY OF PREMIUM PRICING. ULTIMATELY WE WERE ABLE TO ACHIEVE A RECORD PER-SQUARE-FOOT PRICE FOR AN INDUSTRIAL ASSET IN THIS SUBMARKET."

During ownership, BLT Enterprises converted the 77,000 square-foot, two-story office building back to its original 54,000 square-foot size by removing the dated addition of a second-story office space constructed in the late 1980s.

"The addition of this mezzanine made the property severely under parked," says Huberman. "By restoring the property to its original size, we were able to create a highly-functional environment that appealed to a diverse range of prospective buyers, and ultimately added to the long-term value of the property."

In addition to removing the dated renovations, BLT Enterprises also modernized and upgraded the property by integrating a unique outdoor amenity space, new lobby, exposed high ceilings, skylights, dual pane energy efficient glazing, and LED lighting, among other features.

"Through our fully-integrated hands-on approach, we understand how to transform distressed assets into high-performing properties, which is exactly what we did here," says Huberman. "As a result, we garnered strong interest for the property and were able to command a premium price, maximizing our ROI."

The property is located at 5454 Ruffin Road in San Diego, California. Ron Jacobson at SD Realty Partners along with Brad Black and Chris Pascale at CBRE represented BLT Enterprises as the seller. Tom Mercer at Colliers International represented San Diego Unified School District as the buyer.

November 13, 2018 ONLINE

Blau Journal (61-129)

blaujournal.com/blt-enterprises-sells-rd-a...

sandiegometro.com

November 15, 2018 ONLINE

San Diego Metro Magazine (61-129)

sandiegometro.com/2018/11/daily-busines...

SDMETRO
your business your life

Daily Business Report-Nov. 15, 2018

Building at 5484 Ruffin Road in Kearny Mesa.

BLT Enterprises sells Kearny Mesa R&D/flex building for $18 million

BLT Enterprises, a commercial real estate development and investment company, has sold a 54,000-square-foot R&D/flex building in Kearny Mesa for $18 million, or $330 per square foot, to the San Diego Unified School District.

BLT acquired the property in 2017 and sold it a year and a half later, according to Bernard Huberman, founder and president of BLT Enterprises.

"Due to the property's strategic location in a thriving industrial submarket, we knew that we could quickly enhance value by renovating, upgrading and modernizing the asset," says Huberman.

During ownership, BLT Enterprises converted the 77,000-square-foot, two-story office building back to its original 54,000 square-foot size by removing the dated addition of a second-story office space constructed in the late 1980s. BLT Enterprises also modernized and upgraded the property by integrating a unique outdoor amenity space, new lobby, exposed high ceilings, skylights, dual pane energy efficient glazing, and LED lighting, among other features.

The property is located at 5484 Ruffin Road. SD Realty Partners and CBRE represented BLT in the sale.

Flooding at Cortez Avenue and Seacoast Drive during an El Niño event on Dec. 12, 2015. (Photo: Chris Helmer, city of Imperial Beach)

November 15, 2018

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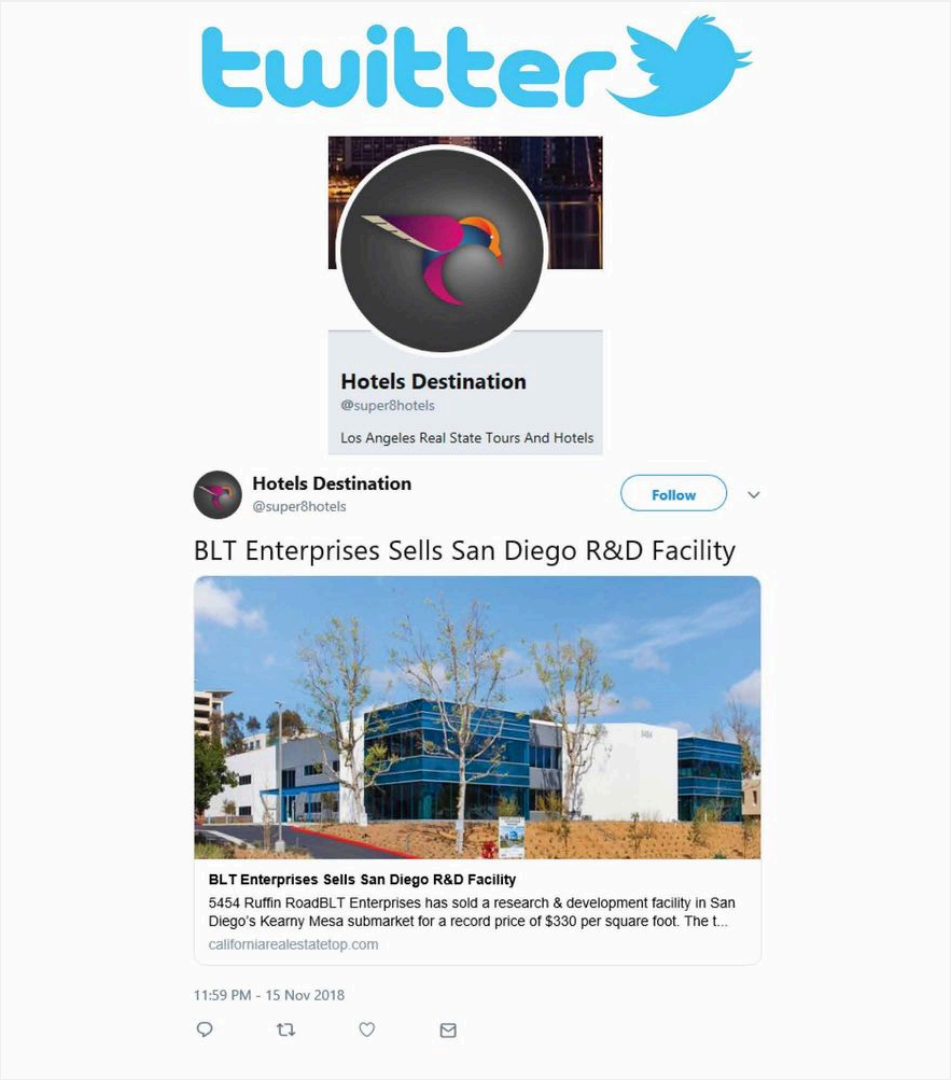

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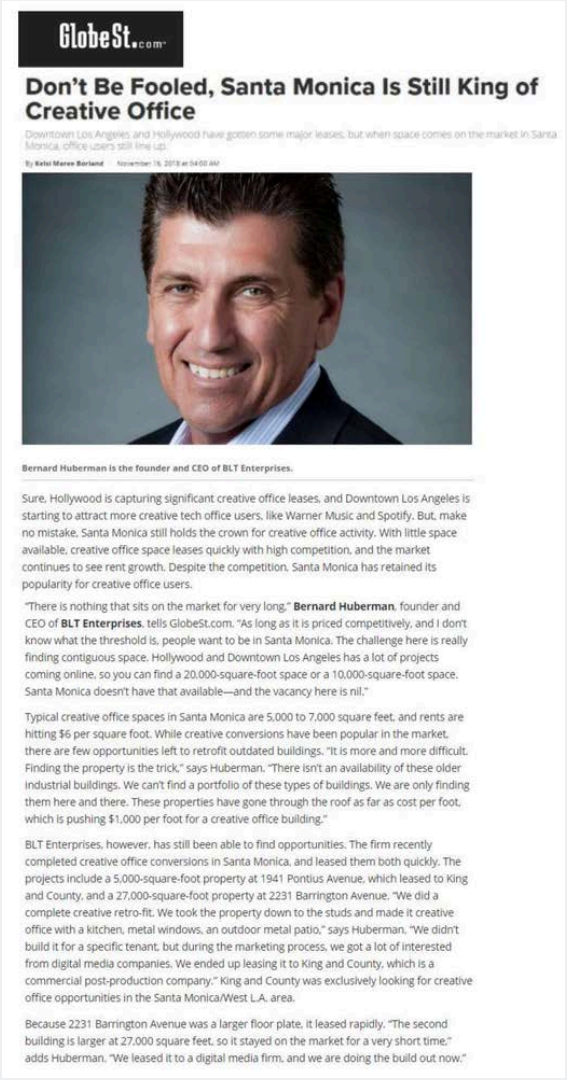

GlobeSt.com

Don't Be Fooled, Santa Monica Is Still King of Creative Office

Downtown Los Angeles and Hollywood have gotten some major leases, but when space comes on the market in Santa Monica, office users still line up.

By Kelsi Maree Borland November 16, 2018 at 04:00 AM

Bernard Huberman is the founder and CEO of BLT Enterprises.

Sure, Hollywood is capturing significant creative office leases, and Downtown Los Angeles is starting to attract more creative tech office users, like Warner Music and Spotify. But, make no mistake, Santa Monica still holds the crown for creative office activity. With little space available, creative office space leases quickly with high competition, and the market continues to see rent growth. Despite the competition, Santa Monica has retained its popularity for creative office users.

"There is nothing that sits on the market for very long," **Bernard Huberman**, founder and CEO of **BLT Enterprises**, tells GlobeSt.com. "As long as it is priced competitively, and I don't know what the threshold is, people want to be in Santa Monica. The challenge here is really finding contiguous space. Hollywood and Downtown Los Angeles has a lot of projects coming online, so you can find a 20,000-square-foot space or a 10,000-square-foot space. Santa Monica doesn't have that available—and the vacancy here is nil."

Typical creative office spaces in Santa Monica are 5,000 to 7,000 square feet, and rents are hitting $6 per square foot. While creative conversions have been popular in the market, there are few opportunities left to retrofit outdated buildings. "It is more and more difficult. Finding the property is the trick," says Huberman. "There isn't an availability of these older industrial buildings. We can't find a portfolio of these types of buildings. We are only finding them here and there. These properties have gone through the roof as far as cost per foot, which is pushing $1,000 per foot for a creative office building."

BLT Enterprises, however, has still been able to find opportunities. The firm recently completed creative office conversions in Santa Monica, and leased them both quickly. The projects include a 5,000-square-foot property at 1941 Pontius Avenue, which leased to King and County, and a 27,000-square-foot property at 2231 Barrington Avenue. "We did a complete creative retro-fit. We took the property down to the studs and made it creative office with a kitchen, metal windows, an outdoor metal patio," says Huberman. "We didn't build it for a specific tenant, but during the marketing process, we got a lot of interested from digital media companies. We ended up leasing it to King and County, which is a commercial post-production company." King and County was exclusively looking for creative office opportunities in the Santa Monica/West L.A. area.

Because 2231 Barrington Avenue was a larger floor plate, it leased rapidly. "The second building is larger at 27,000 square feet, so it stayed on the market for a very short time," adds Huberman. "We leased it to a digital media firm, and we are doing the build out now."

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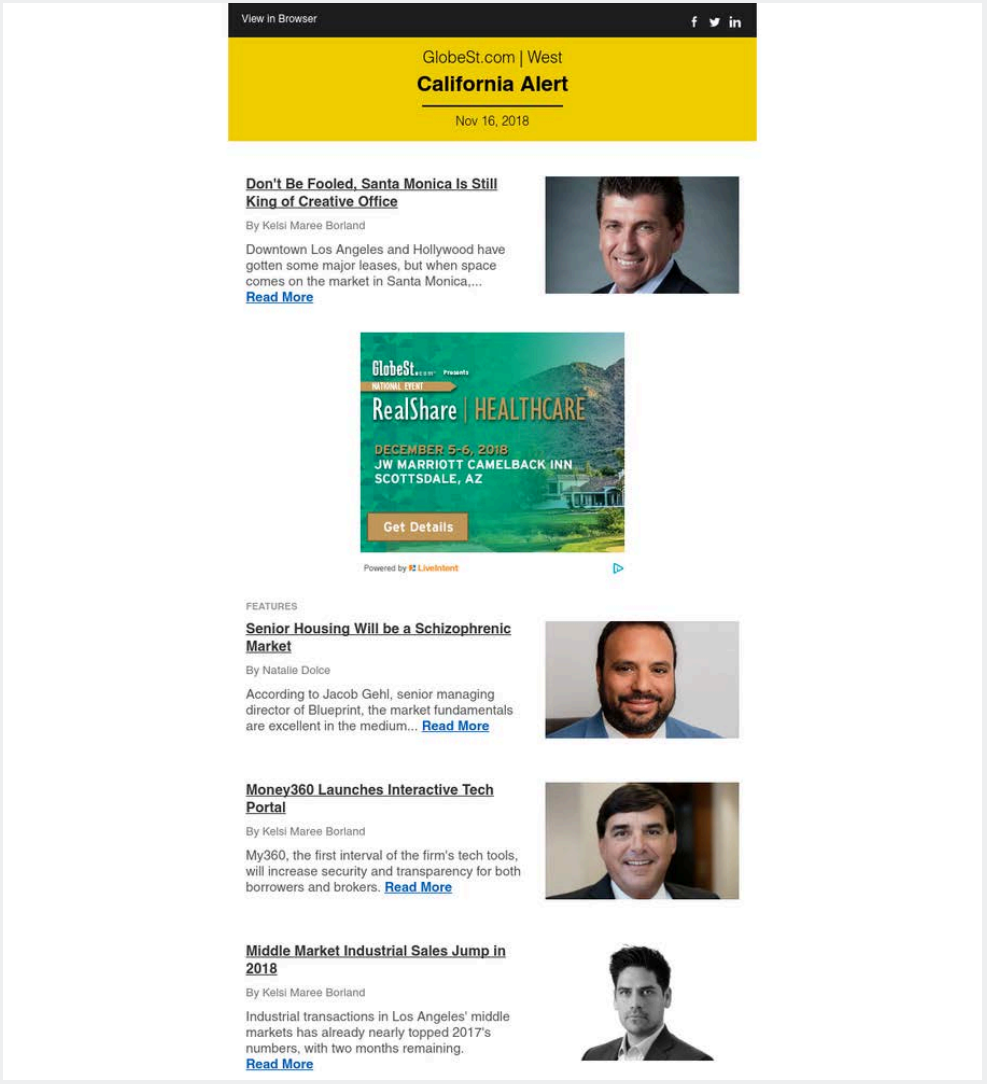

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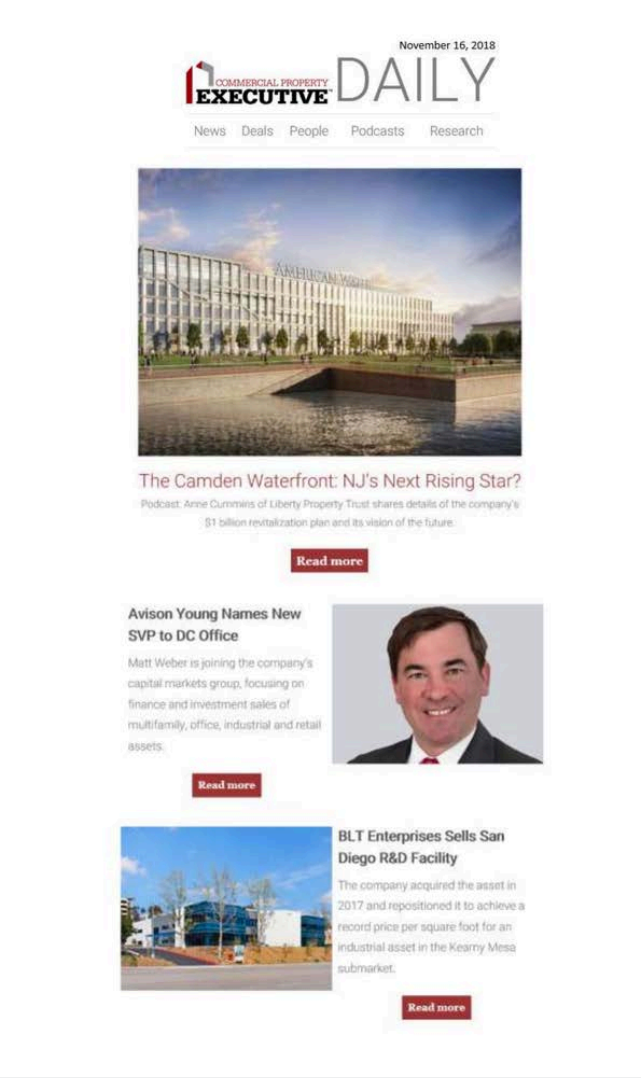

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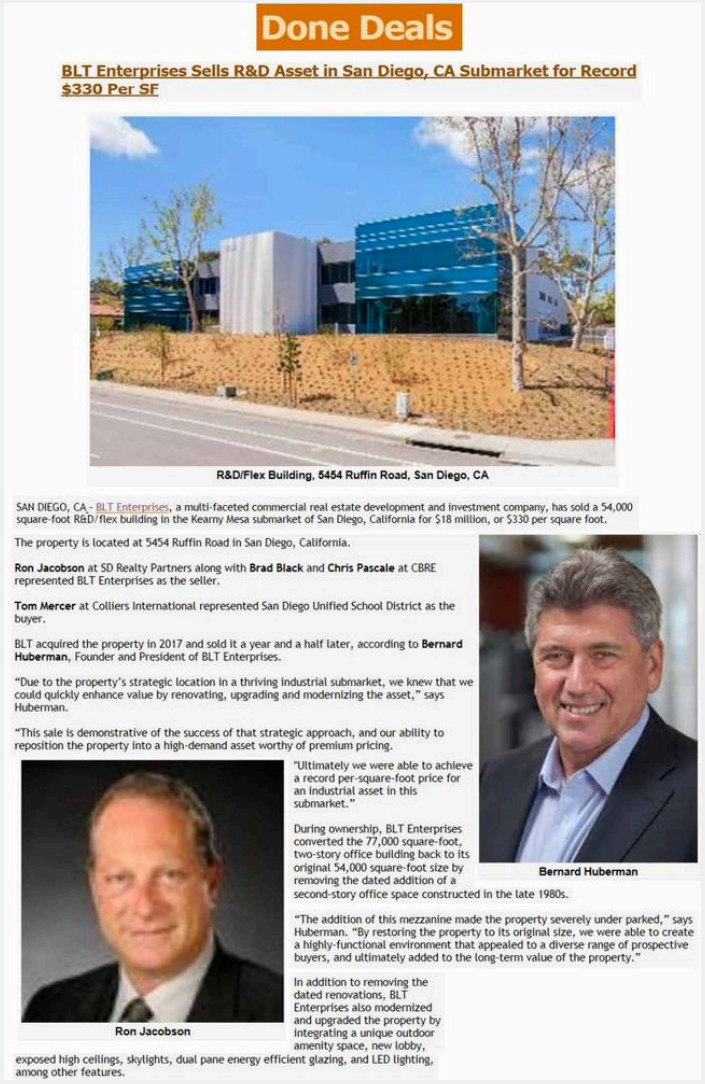

Done Deals

BLT Enterprises Sells R&D Asset in San Diego, CA Submarket for Record $330 Per SF

R&D/Flex Building, 5454 Ruffin Road, San Diego, CA

SAN DIEGO, CA - BLT Enterprises, a multi-faceted commercial real estate development and investment company, has sold a 54,000 square-foot R&D/flex building in the Kearny Mesa submarket of San Diego, California for $18 million, or $330 per square foot.

The property is located at 5454 Ruffin Road in San Diego, California.

Ron Jacobson at SD Realty Partners along with **Brad Black** and **Chris Pascale** at CBRE represented BLT Enterprises as the seller.

Tom Mercer at Colliers International represented San Diego Unified School District as the buyer.

BLT acquired the property in 2017 and sold it a year and a half later, according to **Bernard Huberman**, Founder and President of BLT Enterprises.

"Due to the property's strategic location in a thriving industrial submarket, we knew that we could quickly enhance value by renovating, upgrading and modernizing the asset," says Huberman.

"This sale is demonstrative of the success of that strategic approach, and our ability to reposition the property into a high-demand asset worthy of premium pricing.

Bernard Huberman

Ron Jacobson

"Ultimately we were able to achieve a record per-square-foot price for an industrial asset in this submarket."

During ownership, BLT Enterprises converted the 77,000 square-foot, two-story office building back to its original 54,000 square-foot size by removing the dated addition of a second-story office space constructed in the late 1980s.

"The addition of this mezzanine made the property severely under parked," says Huberman. "By restoring the property to its original size, we were able to create a highly-functional environment that appealed to a diverse range of prospective buyers, and ultimately added to the long-term value of the property."

In addition to removing the dated renovations, BLT Enterprises also modernized and upgraded the property by integrating a unique outdoor amenity space, new lobby, exposed high ceilings, skylights, dual pane energy efficient glazing, and LED lighting, among other features.

November 17, 2018 ONLINE

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REBUSINESS ONLINE
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BLT Enterprises Acquires 221,660 SF Manufacturing Facility in North San Diego for $31.1M

DENSO Wireless Systems America occupies the 221,660-square-foot industrial facility at 3250 Business Park in Vista, Calif.

VISTA, CALIF. — BLT Enterprises has purchased a corporate headquarters-quality industrial manufacturing and warehousing facility located at 3250 Business Park in Vista, a suburb northwest of San Diego. DENSO Wireless Systems America sold the property for $31.1 million in the sale-leaseback transaction.

Built in 1997 by DENSO, the 221,660-square-foot facility is fully leased by the company, a supplier of advanced automotive technology, systems and components. The property features 28-foot to 30-foot clear heights, 12,000 amps of power and a backup generator system. Additionally, the property features sculptured concrete, reflective glass, a stylish canopy entry and a two-story glass-clad lobby.

Situated on 16 acres, the asset also includes a yard and vehicle parking area, as well as a 3.7-acre parcel that is currently unpaved, offering the opportunity for future development.

Rob Jacobsen of SD Realty Partners represented the buyer, while Aric Starck of Cushman & Wakefield represented the seller in the deal.

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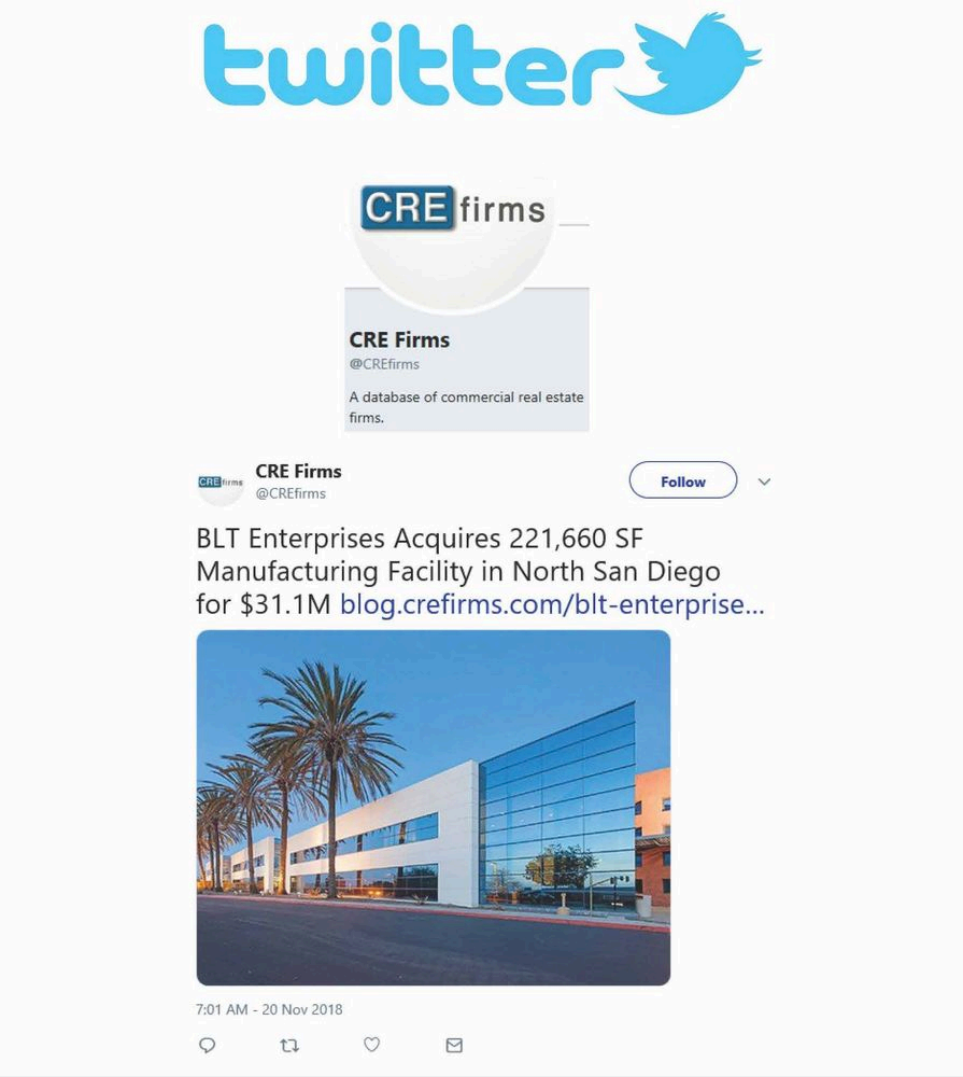

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David's Bridal Files for Chapter 11, Says Its More Than 300 Stores Will Remain Open

CONSHOHOCKEN, PA. — Wedding dress retailer David's Bridal has filed for Chapter 11 bankruptcy protection. The Conshohocken-based company says it plans to keep its more than 300 David's Bridal stores and online platform open and operating without disruption. According to Monday's announcement, "orders will arrive on time and bridal appointments will not be impacted" as the company says it has sufficient liquidity to... <more>

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BLT Enterprises Acquires 221,660 SF Manufacturing Facility in North San Diego for $31.1M

Primestor Development Starts Construction of $24M Mixed-Use Development in Los Angeles

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Compass Commercial Brokers $6.1M Sale of Mixed-Use Complex in Bend, Oregon

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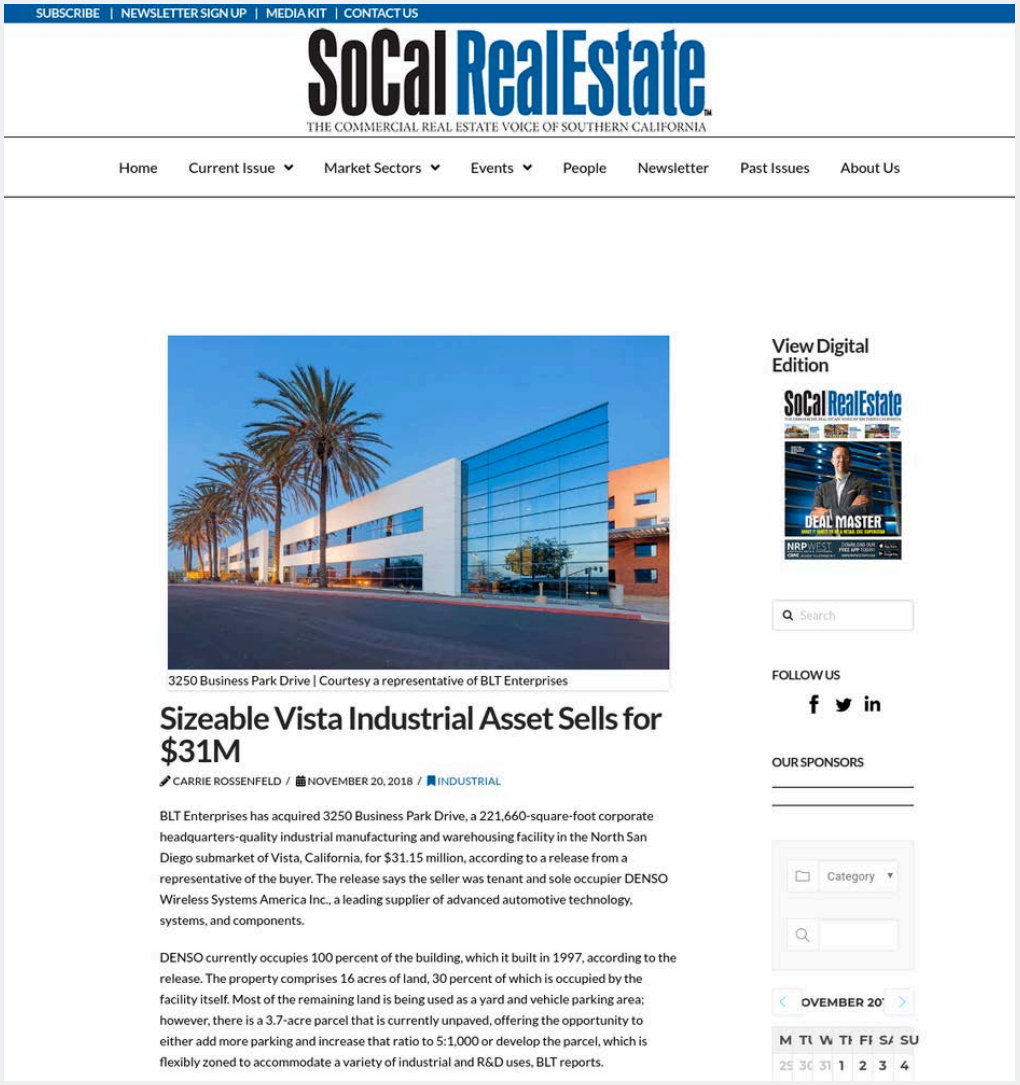

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3250 Business Park Drive | Courtesy a representative of BLT Enterprises

Sizeable Vista Industrial Asset Sells for $31M

CARRIE ROSSENFELD / NOVEMBER 20, 2018 / INDUSTRIAL

BLT Enterprises has acquired 3250 Business Park Drive, a 221,660-square-foot corporate headquarters-quality industrial manufacturing and warehousing facility in the North San Diego submarket of Vista, California, for $31.15 million, according to a release from a representative of the buyer. The release says the seller was tenant and sole occupier DENSO Wireless Systems America Inc., a leading supplier of advanced automotive technology, systems, and components.

DENSO currently occupies 100 percent of the building, which it built in 1997, according to the release. The property comprises 16 acres of land, 30 percent of which is occupied by the facility itself. Most of the remaining land is being used as a yard and vehicle parking area; however, there is a 3.7-acre parcel that is currently unpaved, offering the opportunity to either add more parking and increase that ratio to 5:1,000 or develop the parcel, which is flexibly zoned to accommodate a variety of industrial and R&D uses, BLT reports.

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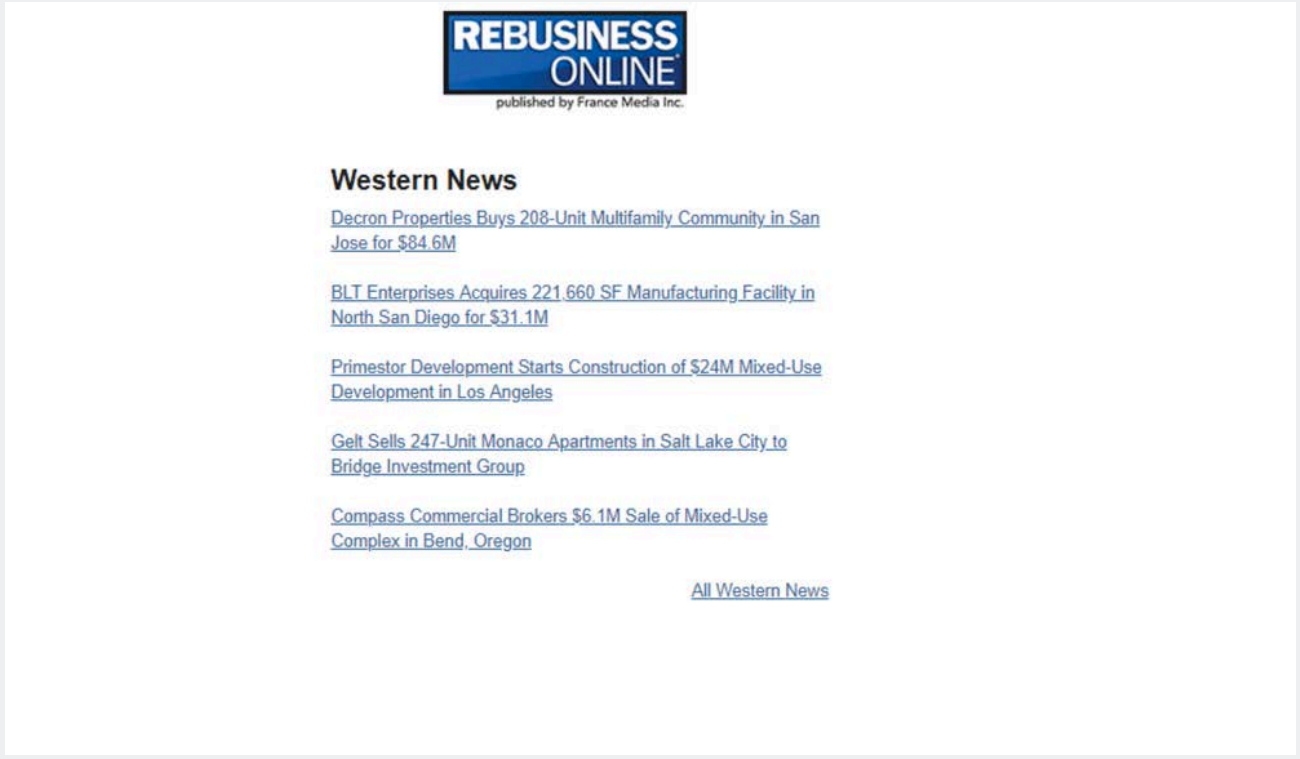

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SAN DIEGO BUSINESS JOURNAL
THE COMMUNITY OF BUSINESS

BLT Enterprises Acquires Vista Building For $31.1M

Tuesday, November 20, 2018

3250 Business Park Drive, Vista Photo courtesy of BLT Enterprises

BLT Enterprises based in Santa Monica has acquired a Vista industrial, office and manufacturing building for $31.5 million.

The 221,660 square-foot building at 3250 Business Park Drive was sold by DENSO Wireless Systems America, Inc., which occupies the structure.

"This was an exceptionally rare opportunity to acquire a premier asset of this scale in one of the nation's top-performing industrial markets," said Bernard Huberman, founder and president of BLT.

"The property was developed with high-technology industrial design characteristics," Huberman said. "The exterior features cutting-edge modern architecture while the interior boats extremely high-quality and fully upgraded manufacturing and warehouse space featuring 28 feet to 30 feet clear height, 12,000 amps of power and a backup generator system, making this facility a unique find for a manufacturing tenant with high power needs."

Built in 1997 by DENSO on a 16-acre site, the building also has sculptured concrete and reflective glass, a canopy entry and a two-story glass-clad lobby.

The building covers about 30 percent of the site, with most of the remaining land used as a yard and for parking.

About 3.7 acres of the site is unpaved land which could be used for additional parking or for further development.

"There is a tremendous opportunity for value creating for a firm with expertise in both ownership and development, like ours," Huberman said.

Ron Jacobsen of SD Realty Partners represented BLT Enterprises in the transaction.

Aric Stark of Cushman & Wakefield represented DENSO Wireless Systems America.

sandiegometro.com

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San Diego Metro Magazine (61-126)

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SDMETRO
your business your life

Daily Business Report-Nov. 20, 2018

Petco and Express Scripts team to offer home delivery of pet medicines

San Diego-based Petco and Express Scripts, a health care company focused on delivering personalized solutions to improve health care, announced a new strategic alliance that will enable millions of pet parents to order and receive pet medicines from the comfort and convenience of home.

Pet parents spend more than $8 billion annually on prescription and over-the-counter (OTC) medications for their animals. Petco now offers pet parents access to the pet prescriptions and OTC medications their pets need online via petco.com and petcoach.co for delivery directly to their front door, all Powered by Express Scripts.

"Our commitment to helping pet parents take complete care of the pets they love is the core of everything we do at Petco," said Brock Weatherup, chief innovation and digital experience officer for Petco. "By leveraging the industry-leading technology and fulfillment processes Express Scripts already has in place, we're able to offer pet parents an easier, more affordable, faster and more convenient way to get the medicines their pets need."

BLT Enterprises acquires Vista manufacturing facility for $31.15 million

BLT Enterprises has acquired a 221,660 square-foot industrial manufacturing and warehousing facility in Vista for $31.15 million. The building is currently occupied by DENSO Wireless Systems America Inc., a supplier of advanced automotive technology, systems and components, and also the seller in this transaction. DENSO built the building in 1997.

"The property was developed with high-technology industrial design characteristics," said Bernard Huberman, founder and president of BLT Enterprises. "The exterior features cutting-edge modern architecture while the interior boasts extremely high-quality and fully upgraded manufacturing and warehouse space."

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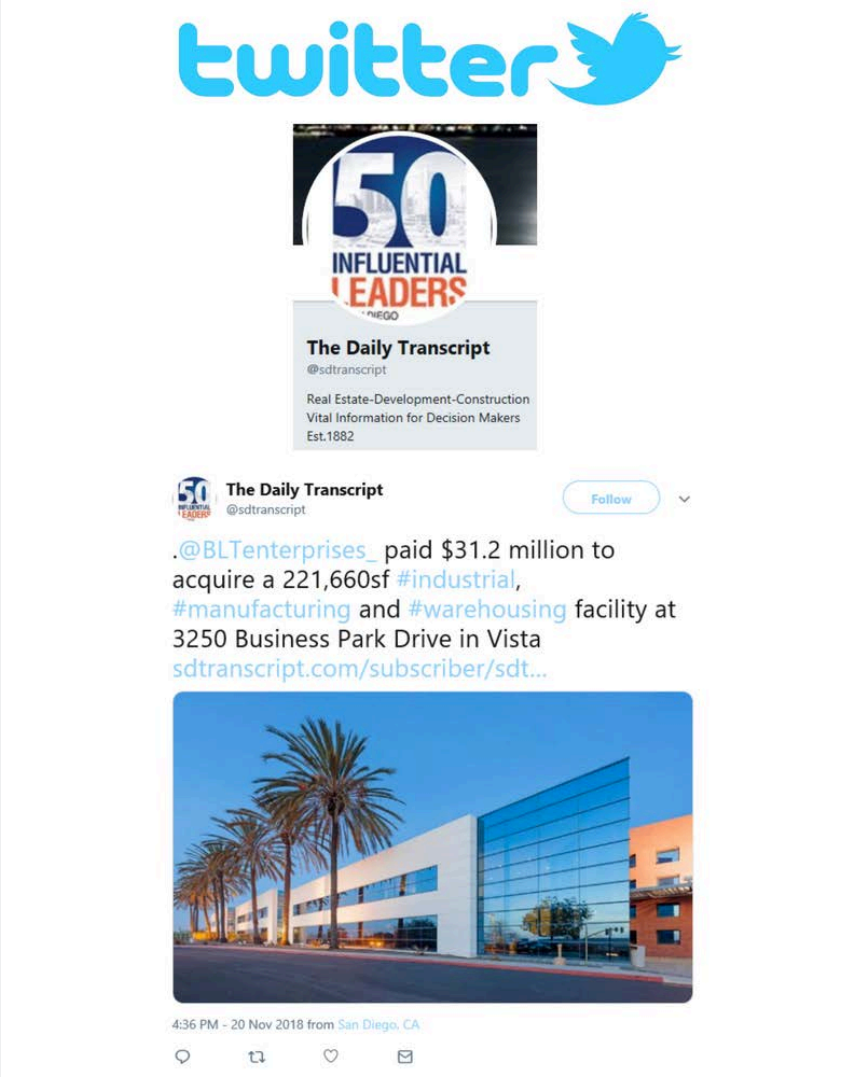

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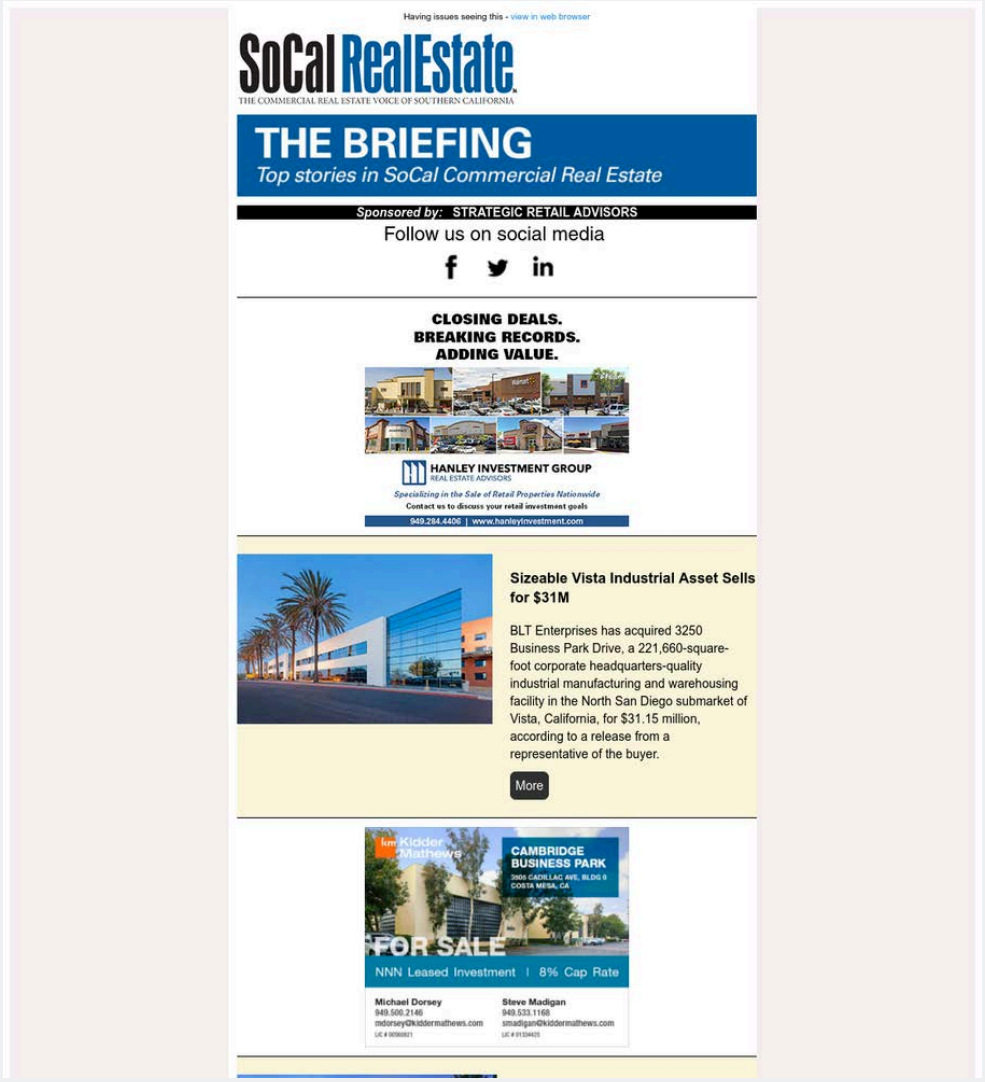

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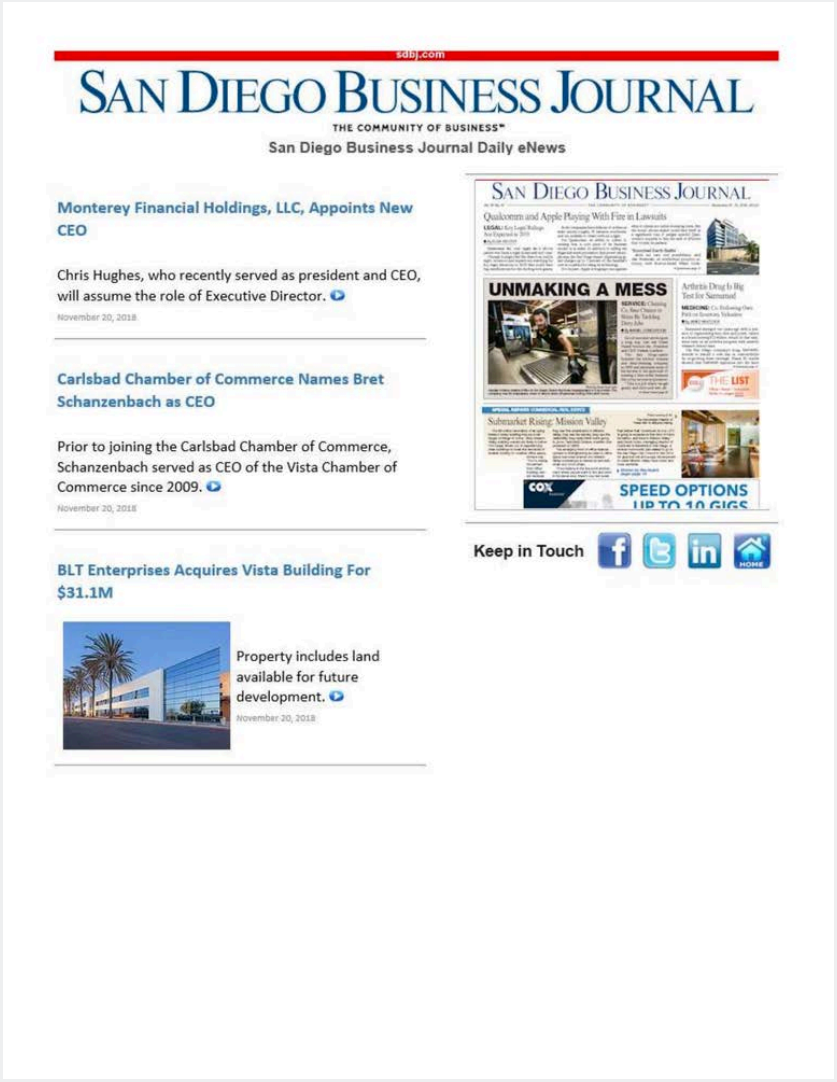

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Monterey Financial Holdings, LLC, Appoints New CEO

Chris Hughes, who recently served as president and CEO, will assume the role of Executive Director.

November 20, 2018

Carlsbad Chamber of Commerce Names Bret Schanzenbach as CEO

Prior to joining the Carlsbad Chamber of Commerce, Schanzenbach served as CEO of the Vista Chamber of Commerce since 2009.

November 20, 2018

BLT Enterprises Acquires Vista Building For $31.1M

Property includes land available for future development.

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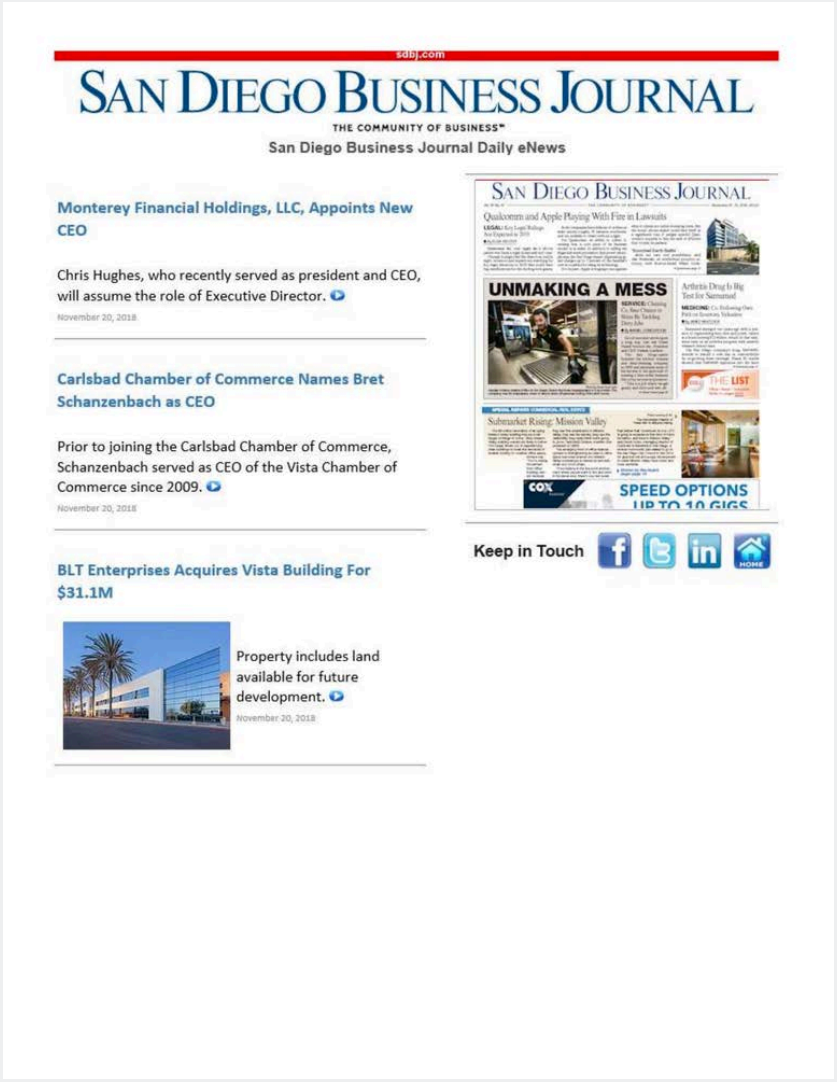

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GLOBAL REAL ESTATE NEWS

BLT Enterprises Acquires 221,660 Square-Foot Manufacturing Facility in North San Diego, CA For $31.15 Million

November 19, 2018 – BLT Enterprises, a multi-faceted commercial real estate development and investment company, has acquired a 221,660 square-foot corporate headquarters-quality industrial manufacturing and warehousing facility in the North San Diego submarket of Vista, California. The firm acquired the property for $31.15 million.

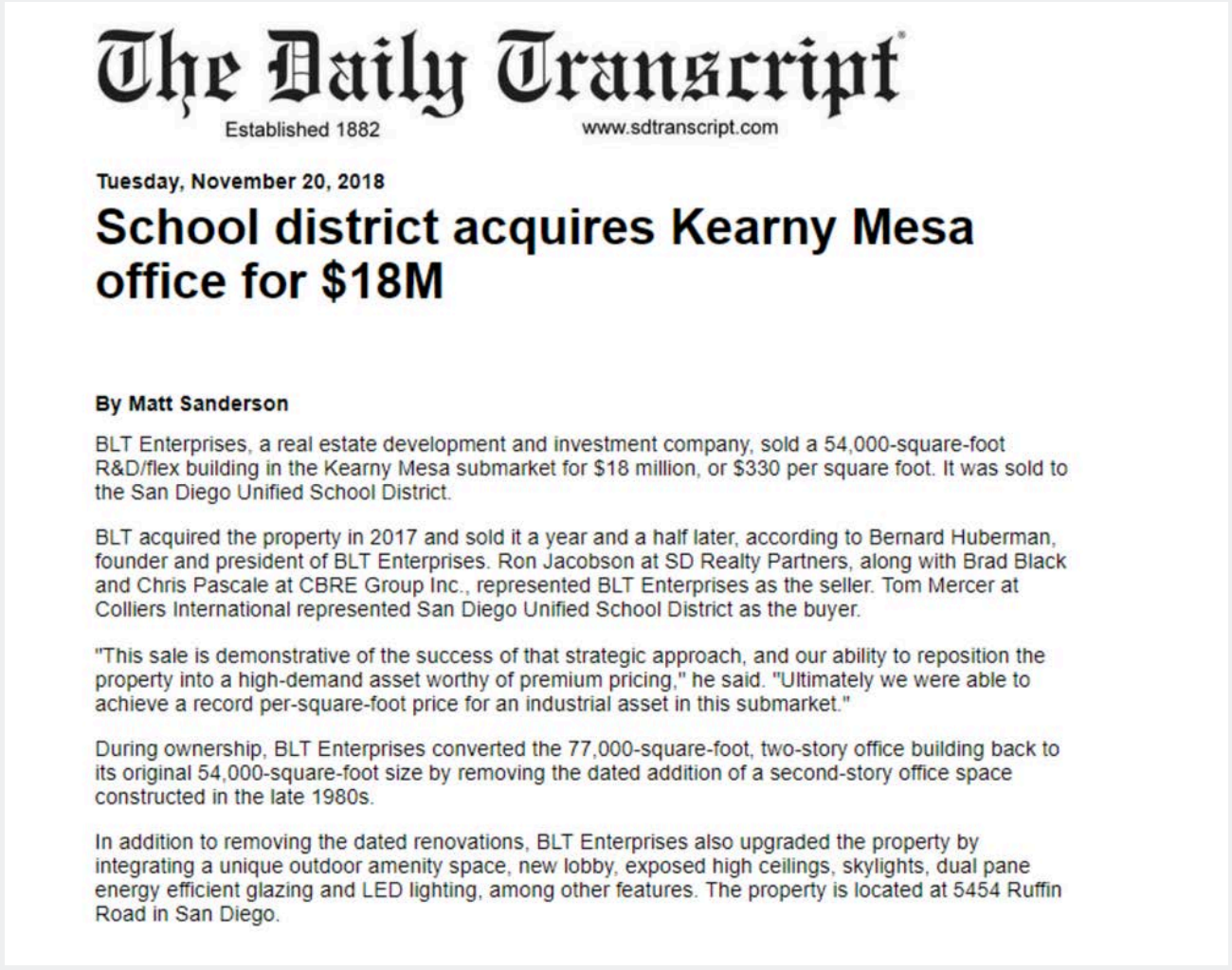
"3250 Business Park Drive is one of the most coveted business addresses in North County. It is also the area's only corporate headquarters-quality industrial manufacturing and warehousing facility over 200,000 square feet," says Bernard Huberman, Founder and President of BLT Enterprises. "This was an exceptionally rare opportunity to acquire a premier asset of this scale in one of the nation's top-performing industrial markets."

The building is currently 100-percent occupied by DENSO Wireless Systems America, Inc., a leading supplier of advanced automotive technology, systems and components, and also the seller in this transaction. DENSO built the building in 1997.

> "THE PROPERTY WAS DEVELOPED WITH HIGH-TECHNOLOGY INDUSTRIAL DESIGN CHARACTERISTICS," SAYS HUBERMAN. "THE EXTERIOR FEATURES CUTTING-EDGE MODERN ARCHITECTURE WHILE THE INTERIOR BOASTS EXTREMELY HIGH-QUALITY AND FULLY UPGRADED MANUFACTURING AND WAREHOUSE SPACE FEATURING 28'-30' CLEAR HEIGHT, 12,000 AMPS OF POWER, AND A BACKUP GENERATOR SYSTEM, MAKING THIS FACILITY A UNIQUE FIND FOR A MANUFACTURING TENANT WITH HIGH POWER NEEDS."

The property also features unique design elements, including sculptured concrete and reflective glass, a stylish canopy entry and stunning two-story glass-clad lobby.

"The high-quality construction of this asset, coupled with its expansive size, exceptional visibility, and location in one of the most coveted industrial submarkets in San Diego County made this an especially attractive acquisition for us," states Huberman, who notes that industrial vacancy throughout North County remains at a record low, closing out the end of Q3 2018 at 5.9 percent.



The Daily Transcript
Established 1882 www.sdtranscript.com

Tuesday, November 20, 2018

School district acquires Kearny Mesa office for $18M

By Matt Sanderson

BLT Enterprises, a real estate development and investment company, sold a 54,000-square-foot R&D/flex building in the Kearny Mesa submarket for $18 million, or $330 per square foot. It was sold to the San Diego Unified School District.

BLT acquired the property in 2017 and sold it a year and a half later, according to Bernard Huberman, founder and president of BLT Enterprises. Ron Jacobson at SD Realty Partners, along with Brad Black and Chris Pascale at CBRE Group Inc., represented BLT Enterprises as the seller. Tom Mercer at Colliers International represented San Diego Unified School District as the buyer.

"This sale is demonstrative of the success of that strategic approach, and our ability to reposition the property into a high-demand asset worthy of premium pricing," he said. "Ultimately we were able to achieve a record per-square-foot price for an industrial asset in this submarket."

During ownership, BLT Enterprises converted the 77,000-square-foot, two-story office building back to its original 54,000-square-foot size by removing the dated addition of a second-story office space constructed in the late 1980s.

In addition to removing the dated renovations, BLT Enterprises also upgraded the property by integrating a unique outdoor amenity space, new lobby, exposed high ceilings, skylights, dual pane energy efficient glazing and LED lighting, among other features. The property is located at 5454 Ruffin Road in San Diego.

November 20, 2018 ONLINE

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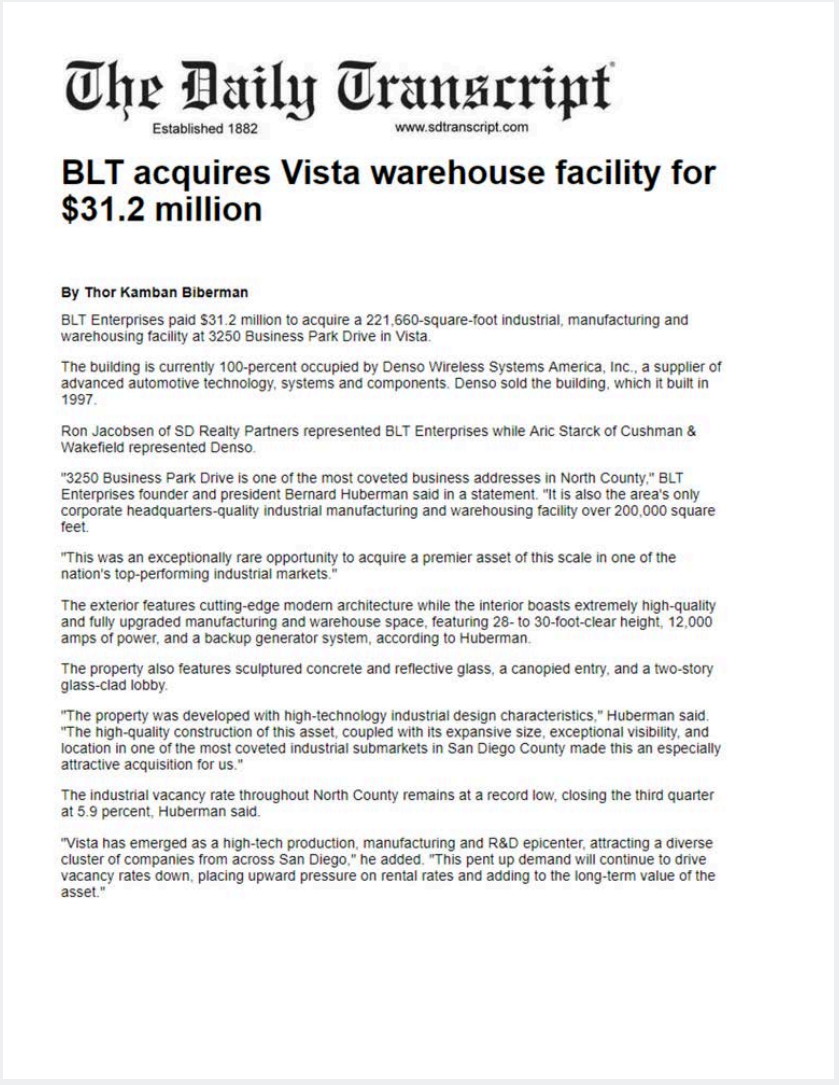

The Daily Transcript
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BLT acquires Vista warehouse facility for $31.2 million

By Thor Kamban Biberman

BLT Enterprises paid $31.2 million to acquire a 221,660-square-foot industrial, manufacturing and warehousing facility at 3250 Business Park Drive in Vista.

The building is currently 100-percent occupied by Denso Wireless Systems America, Inc., a supplier of advanced automotive technology, systems and components. Denso sold the building, which it built in 1997.

Ron Jacobsen of SD Realty Partners represented BLT Enterprises while Aric Starck of Cushman & Wakefield represented Denso.

"3250 Business Park Drive is one of the most coveted business addresses in North County," BLT Enterprises founder and president Bernard Huberman said in a statement. "It is also the area's only corporate headquarters-quality industrial manufacturing and warehousing facility over 200,000 square feet.

"This was an exceptionally rare opportunity to acquire a premier asset of this scale in one of the nation's top-performing industrial markets."

The exterior features cutting-edge modern architecture while the interior boasts extremely high-quality and fully upgraded manufacturing and warehouse space, featuring 28- to 30-foot-clear height, 12,000 amps of power, and a backup generator system, according to Huberman.

The property also features sculptured concrete and reflective glass, a canopied entry, and a two-story glass-clad lobby.

"The property was developed with high-technology industrial design characteristics," Huberman said. "The high-quality construction of this asset, coupled with its expansive size, exceptional visibility, and location in one of the most coveted industrial submarkets in San Diego County made this an especially attractive acquisition for us."

The industrial vacancy rate throughout North County remains at a record low, closing the third quarter at 5.9 percent, Huberman said.

"Vista has emerged as a high-tech production, manufacturing and R&D epicenter, attracting a diverse cluster of companies from across San Diego," he added. "This pent up demand will continue to drive vacancy rates down, placing upward pressure on rental rates and adding to the long-term value of the asset."

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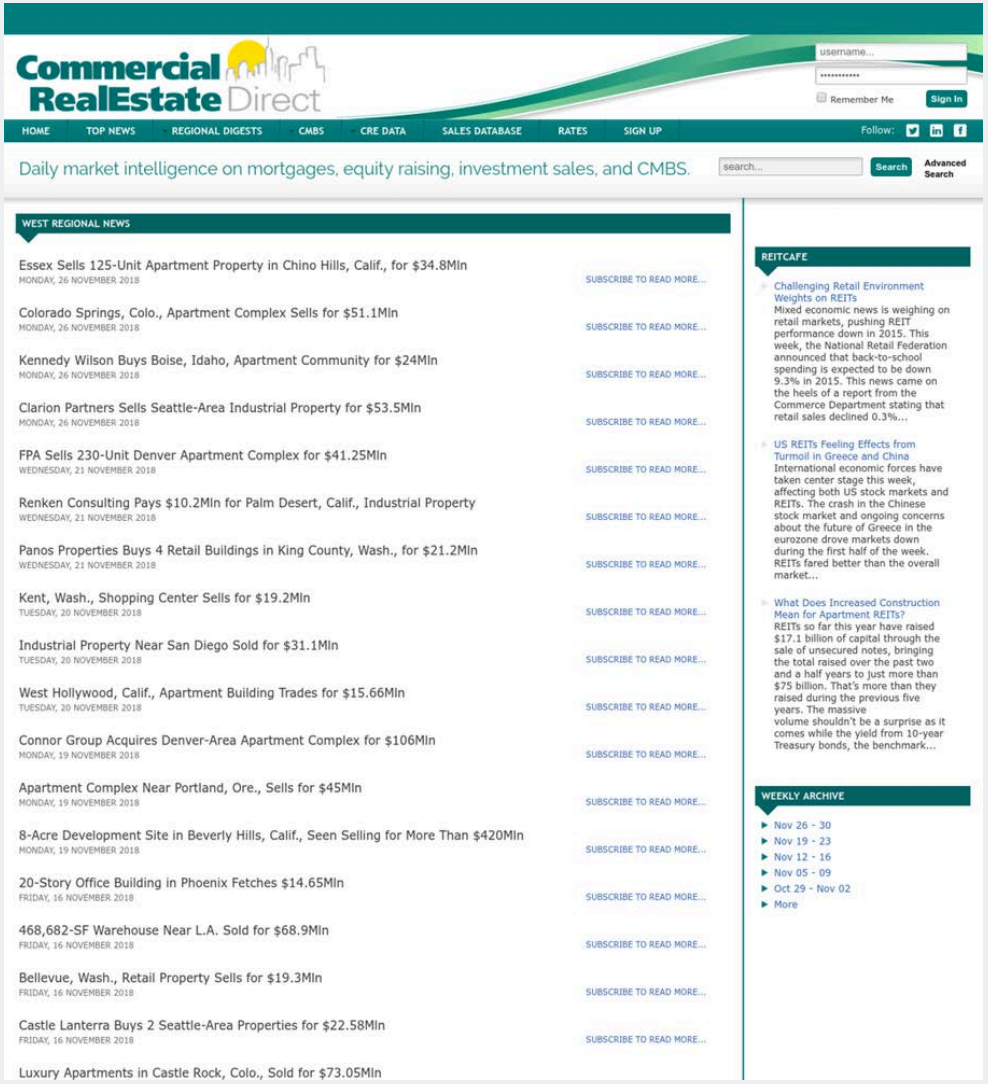

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NOVEMBER 16, 2018 | ALISON SIWEK

California Developer Sells 54,000-SF Flex Building in San Diego

BLT Enterprises Renovates, Sells Facility for $18 Million

The renovated flex building at 5454 Ruffin Road in San Diego.

Santa Monica, California-based BLT Enterprises, a multi-faceted investment and development firm, sold a 54,437-square-foot flex building to San Diego Unified School District for $18 million, or about $331 per square foot.

The single-story structure at 5454 Ruffin Road in San Diego was built in 1981 and renovated in 2018. The Class B building comprises two drive-in bays and a 26-foot clear ceiling height, spanning north of three acres less than 10 miles from San Diego International Airport.

Bernard Huberman, founder and president of BLT Enterprises, said in a statement, "Due to the property's strategic location in a thriving industrial submarket, we knew that we could quickly enhance value by renovating, upgrading and modernizing the asset."

Founded in 1984, BLT Enterprises has developed or acquired more than $2 billion in assets to date, according to its website.

Ron Jacobson at SD Realty Partners, along with Brad Black and Christopher Pascale of CBRE, represented the seller in the transaction. Tom Mercer at Colliers International represented the buyer.

November 16, 2018 ONLINE

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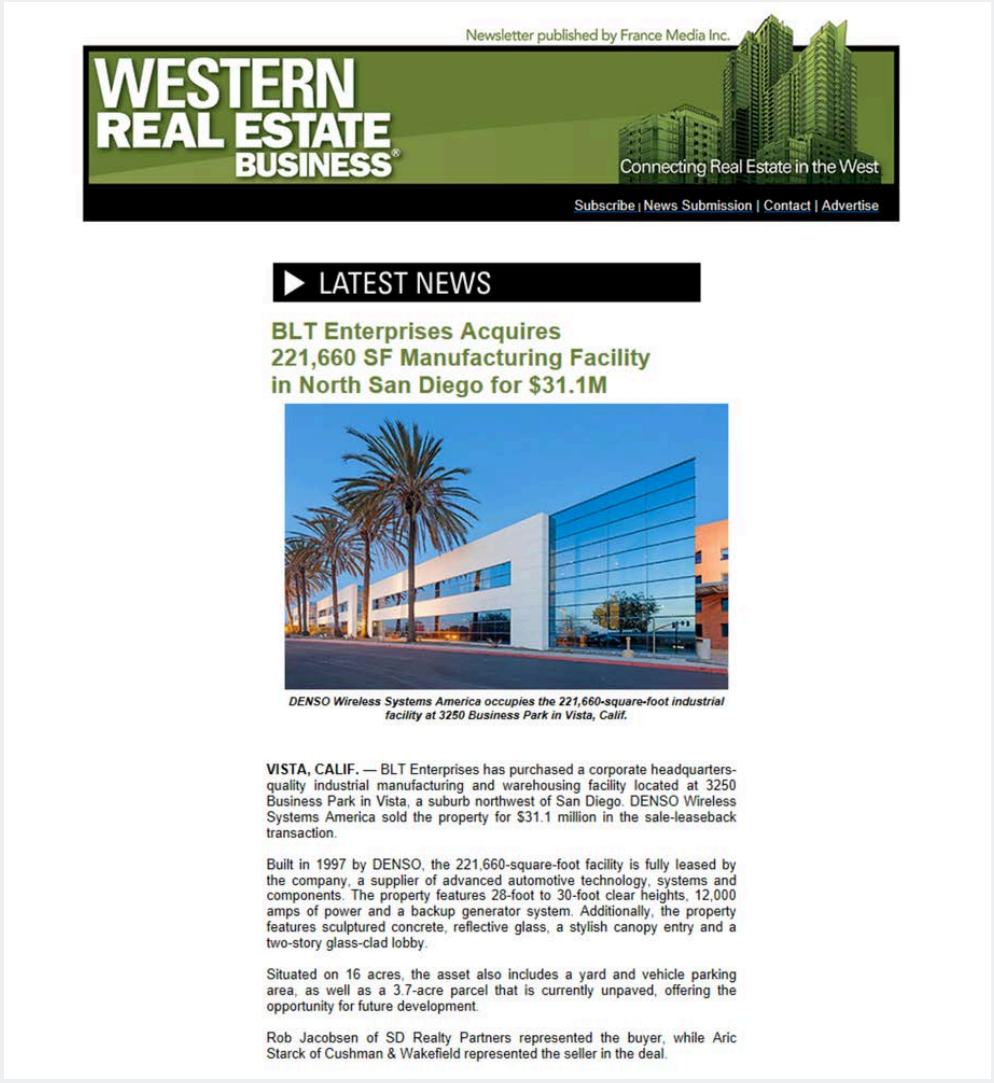

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BLT Enterprises Acquires 221,660 SF Manufacturing Facility in North San Diego for $31.1M

DENSO Wireless Systems America occupies the 221,660-square-foot industrial facility at 3250 Business Park in Vista, Calif.

VISTA, CALIF. — BLT Enterprises has purchased a corporate headquarters-quality industrial manufacturing and warehousing facility located at 3250 Business Park in Vista, a suburb northwest of San Diego. DENSO Wireless Systems America sold the property for $31.1 million in the sale-leaseback transaction.

Built in 1997 by DENSO, the 221,660-square-foot facility is fully leased by the company, a supplier of advanced automotive technology, systems and components. The property features 28-foot to 30-foot clear heights, 12,000 amps of power and a backup generator system. Additionally, the property features sculptured concrete, reflective glass, a stylish canopy entry and a two-story glass-clad lobby.

Situated on 16 acres, the asset also includes a yard and vehicle parking area, as well as a 3.7-acre parcel that is currently unpaved, offering the opportunity for future development.

Rob Jacobsen of SD Realty Partners represented the buyer, while Aric Starck of Cushman & Wakefield represented the seller in the deal.

November 27, 2018 ONLINE

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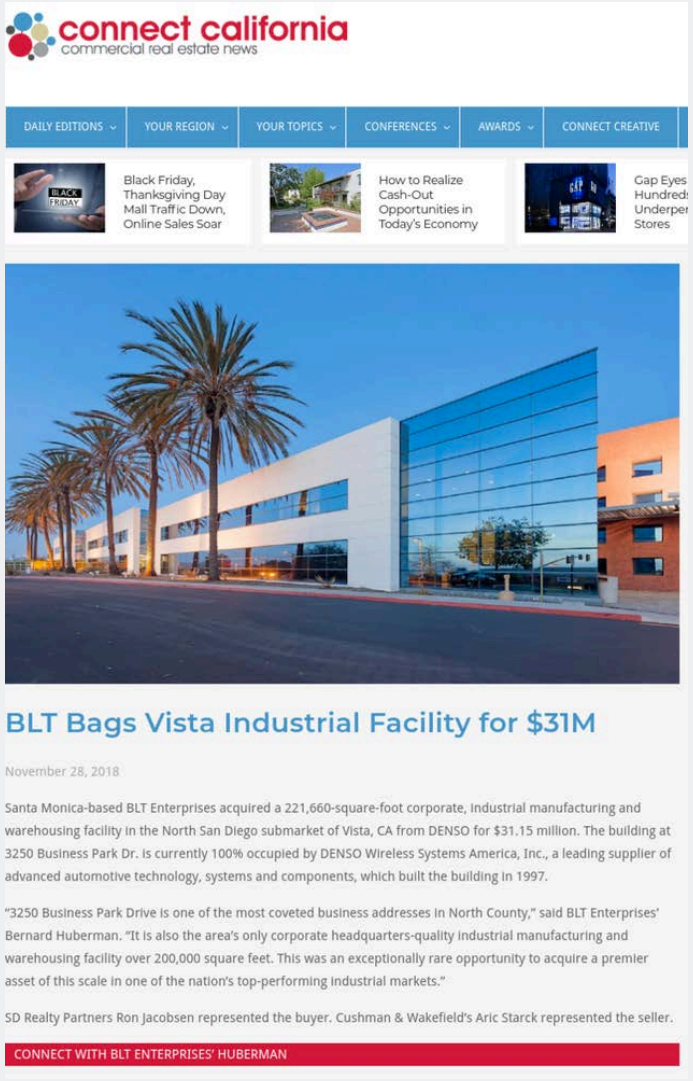

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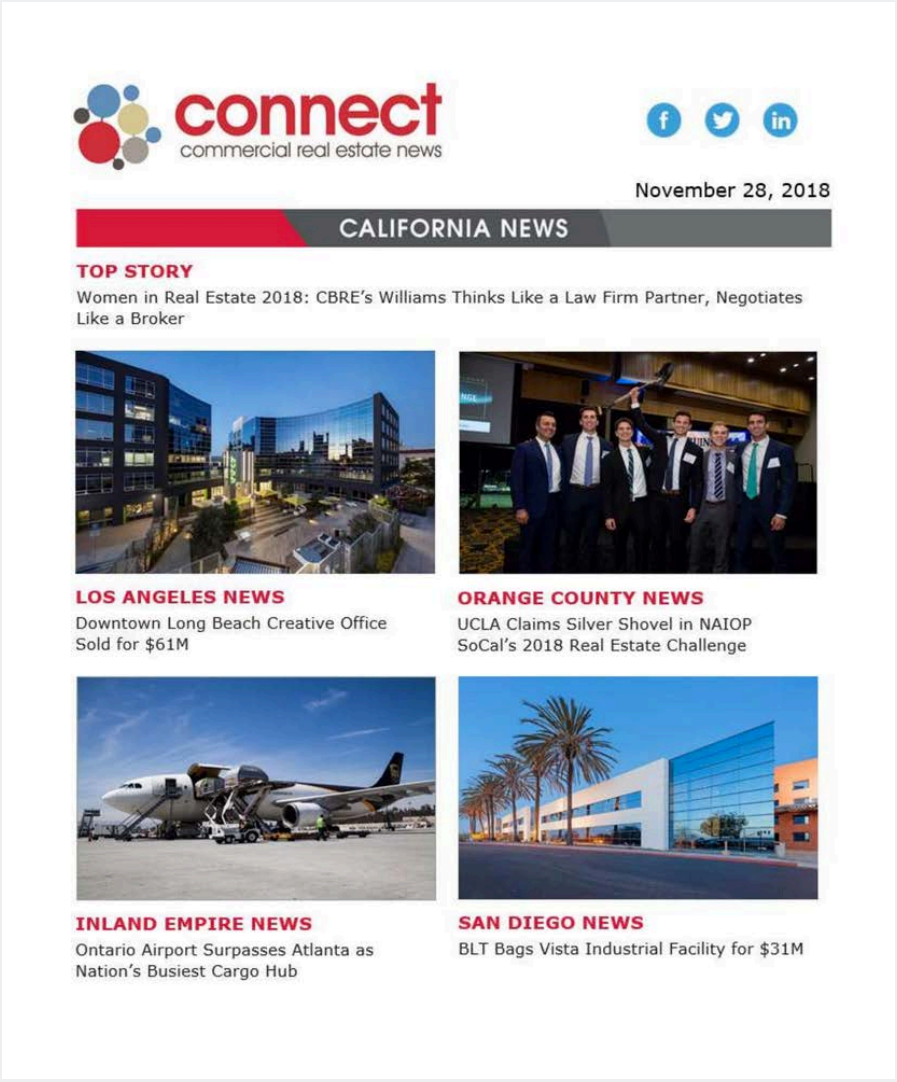

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BLT Enterprises Acquires Vista Building For $31.1M

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BLT Enterprises Acquires CA Manufacturing Facility for $31M

DEC 03 2018

The 221,660-square-foot industrial property is the only facility larger than 200,000 square feet in the North San Diego submarket.

by Keith Loria

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San Diego West Industrial More

BLT Enterprises has acquired 3250 Business Park Drive, a 221,660-square-foot corporate headquarters-quality industrial manufacturing in Vista, Calif. DENSO Wireless Systems America Inc. sold the 1997-built warehousing facility for $31.1 million. The seller, an automotive technology, systems and components supplier, is also the developer of the property and currently occupies the entire building.

3250 Business Park Drive

Located within the North San Diego submarket, near interstates 5 and 15 and within walking distance of many of North San Diego's premier retail and dining establishments as well as residential communities, the asset is the only manufacturing facility larger than 200,000 square feet in the area. The property boasts interesting design elements such as a canopy entry, sculptured concrete, reflective glass and a two-story glass-clad lobby.

"3250 Business Park Drive is one of the most coveted business addresses in North County," Bernard Huberman, founder & president of BLT Enterprises, said in a prepared statement. *"The property was developed with high technology industrial design characteristics. The exterior features cutting-edge modern architecture while the interior boasts extremely high quality and fully upgraded manufacturing and warehouse space featuring 28- to 30-foot clear height, 12,000 amps of power and a backup generator system, making this facility a unique find for a manufacturing tenant with high power needs."*

The facility currently occupies 30 percent of the 16 acres of land that constitutes

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California Developer Acquires 222,000-SF Manufacturing Facility Near San Diego

BLT Enterprises Pays $31.2 Million for Industrial Building at Vista Business Park

The 221,600-square-foot manufacturing facility in Vista, California.

Santa Monica, California-based BLT Enterprises, a multi-faceted investment and development firm, purchased a 221,660-square-foot manufacturing facility at Vista Business Park in Vista, California, from DENSO Wireless Systems America in a sale-leaseback deal for $31.15 million, or about $141 per square foot.

The single-story structure at 3250 Business Park Drive comprises six loading docks, two drive-in bays and a 30-foot clear ceiling height. Spanning nearly 16 acres, the Class B, 4-Star facility is less than 25 miles from University of California San Diego.

DENSO, a supplier of advanced automotive technology, systems and components, developed the building in 1997.

Bernard Huberman, founder and president of BLT Enterprises, said in a statement announcing the acquisition, "There is a tremendous opportunity for value creation for a firm with expertise in both ownership and development, like ours. The undeveloped acreage allows us to potentially increase on-site parking or expand/reposition the existing facility -- all strategies that would enhance the long-term value of the asset and substantially increase NOI."

Founded in 1984, BLT Enterprises has developed or acquired more than $2 billion in assets to date, according to its website.

Aric Starck with Cushman & Wakefield represented the seller in the transaction. Ron Jacobson at SD Realty Partners represented the buyer.

December 04, 2018 ONLINE

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BLT Enterprises Buys 222k sf Corp HQ Facility in Vista

12/04/18

In North San Diego County, BLT Enterprises paid $31.5 mil for a 221.7k sf ($142/sf), corporate headquarters-quality industrial manufacturing and warehousing facility. The property is located at 3250 Business Park Dr, just north of San Marcos Blvd and southwest of Hwy 78 in Vista.

"3250 Business Park Drive is one of the most coveted business addresses in North County. It is also the area's only corporate headquarters-quality industrial manufacturing and warehousing facility over 200k sf," says Bernard Huberman, Founder and President of BLT Enterprises. "This was an exceptionally rare opportunity to acquire a premier asset of this scale in one of the nation's top-performing industrial markets."

The building is currently 100% occupied by DENSO Wireless Systems America Inc, a leading supplier of advanced automotive technology, systems and components, and also the seller in this deal. DENSO built the high-tech, industrial building in 1997. It is located in close proximity to the SR-78, I-5 and I-15 freeways and is within walking distance of some of the area's premier retail and dining establishments and residential communities.

The facility's exterior features cutting-edge modern architecture while the interior boasts extremely high-quality and fully upgraded manufacturing and warehouse space featuring 28'-30' clear height, 12,000 amps of power, and a backup generator system, making this facility a unique find for a manufacturing tenant with high power needs. The property also features unique design elements, including sculptured concrete and reflective glass, a stylish canopy entry and stunning two-story glass-clad lobby.

The property is comprised of 16 acres of land, 30% of which is occupied by the facility itself. Most of the remaining land is being used as a yard and vehicle parking area. However, there is a 3.7-acre parcel that is currently unpaved, offering the opportunity to either add more parking and increase that ratio to 5:1,000, or develop the parcel, which is flexibly zoned to accommodate a variety of industrial and R&D uses.

Ron Jacobsen of SD Realty Partners represented BLT Enterprises in the purchase. Aric Starck of Cushman & Wakefield repped DENSO Wireless Systems America.

December 04, 2018

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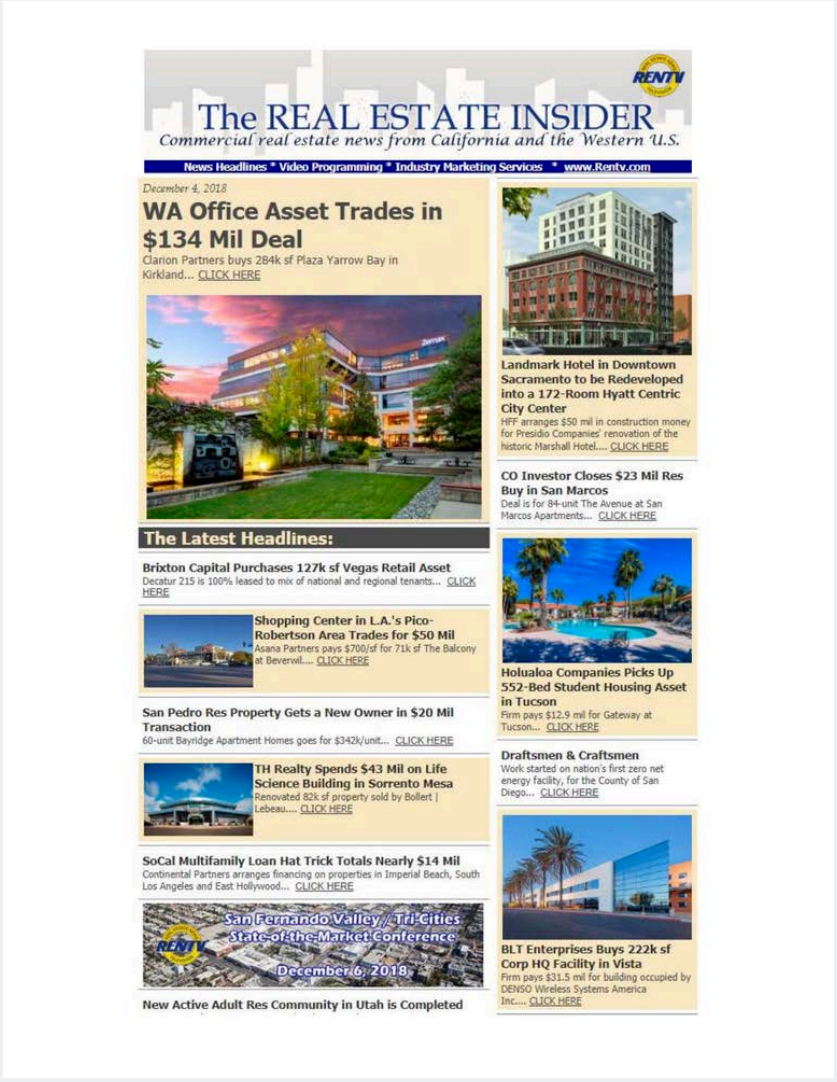

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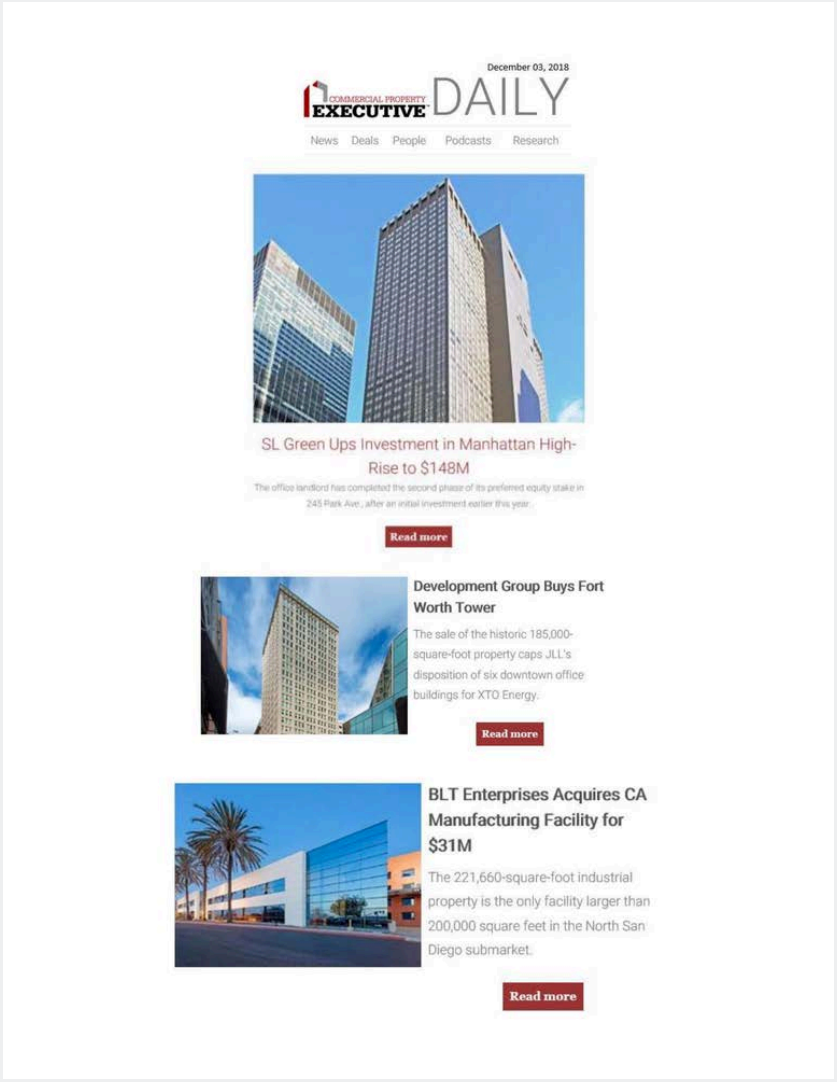

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The 221,660-square-foot industrial property is the only facility larger than 200,000 square feet in the North San Diego submarket.

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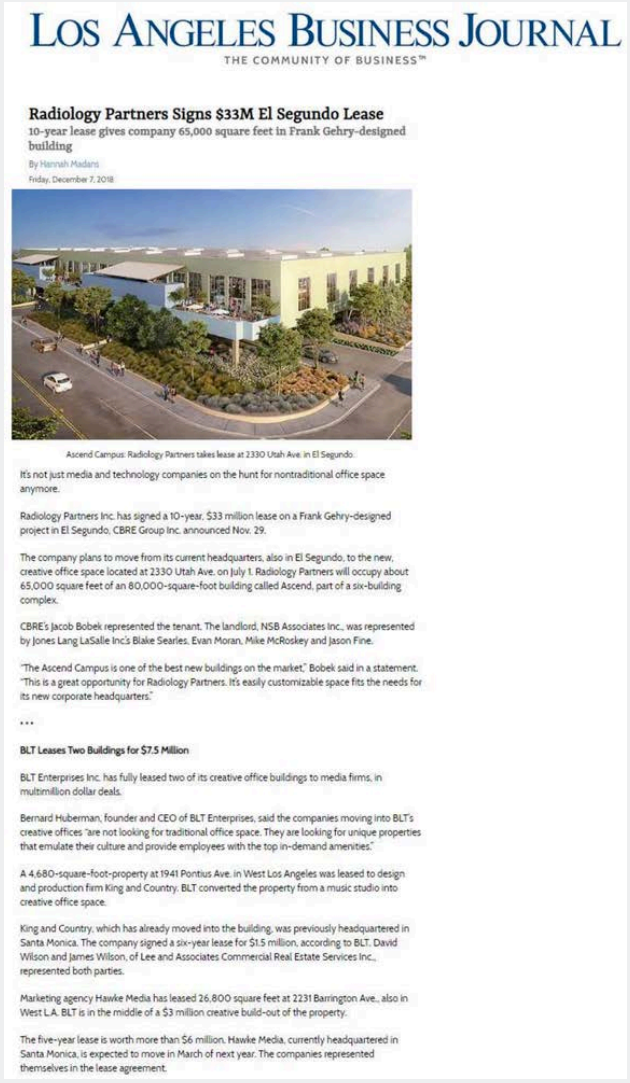

LOS ANGELES BUSINESS JOURNAL
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Radiology Partners Signs $33M El Segundo Lease

10-year lease gives company 65,000 square feet in Frank Gehry-designed building

By Hannah Madans
Friday, December 7, 2018

Ascend Campus: Radiology Partners takes lease at 2330 Utah Ave. in El Segundo.

It's not just media and technology companies on the hunt for nontraditional office space anymore.

Radiology Partners Inc. has signed a 10-year, $33 million lease on a Frank Gehry-designed project in El Segundo, CBRE Group Inc. announced Nov. 29.

The company plans to move from its current headquarters, also in El Segundo, to the new, creative office space located at 2330 Utah Ave. on July 1. Radiology Partners will occupy about 65,000 square feet of an 80,000-square-foot building called Ascend, part of a six-building complex.

CBRE's Jacob Bobek represented the tenant. The landlord, NSB Associates Inc., was represented by Jones Lang LaSalle Inc.'s Blake Searles, Evan Moran, Mike McRoskey and Jason Fine.

"The Ascend Campus is one of the best new buildings on the market," Bobek said in a statement. "This is a great opportunity for Radiology Partners. It's easily customizable space fits the needs for its new corporate headquarters."

• • •

BLT Leases Two Buildings for $7.5 Million

BLT Enterprises Inc. has fully leased two of its creative office buildings to media firms, in multimillion dollar deals.

Bernard Huberman, founder and CEO of BLT Enterprises, said the companies moving into BLT's creative offices "are not looking for traditional office space. They are looking for unique properties that emulate their culture and provide employees with the top in-demand amenities."

A 4,680-square-foot-property at 1941 Pontius Ave. in West Los Angeles was leased to design and production firm King and Country. BLT converted the property from a music studio into creative office space.

King and Country, which has already moved into the building, was previously headquartered in Santa Monica. The company signed a six-year lease for $1.5 million, according to BLT. David Wilson and James Wilson, of Lee and Associates Commercial Real Estate Services Inc., represented both parties.

Marketing agency Hawke Media has leased 26,800 square feet at 2231 Barrington Ave., also in West L.A. BLT is in the middle of a $3 million creative build-out of the property.

The five-year lease is worth more than $6 million. Hawke Media, currently headquartered in Santa Monica, is expected to move in March of next year. The companies represented themselves in the lease agreement.

December 07, 2018 ONLINE

Los Angeles Business Journal (61-122)

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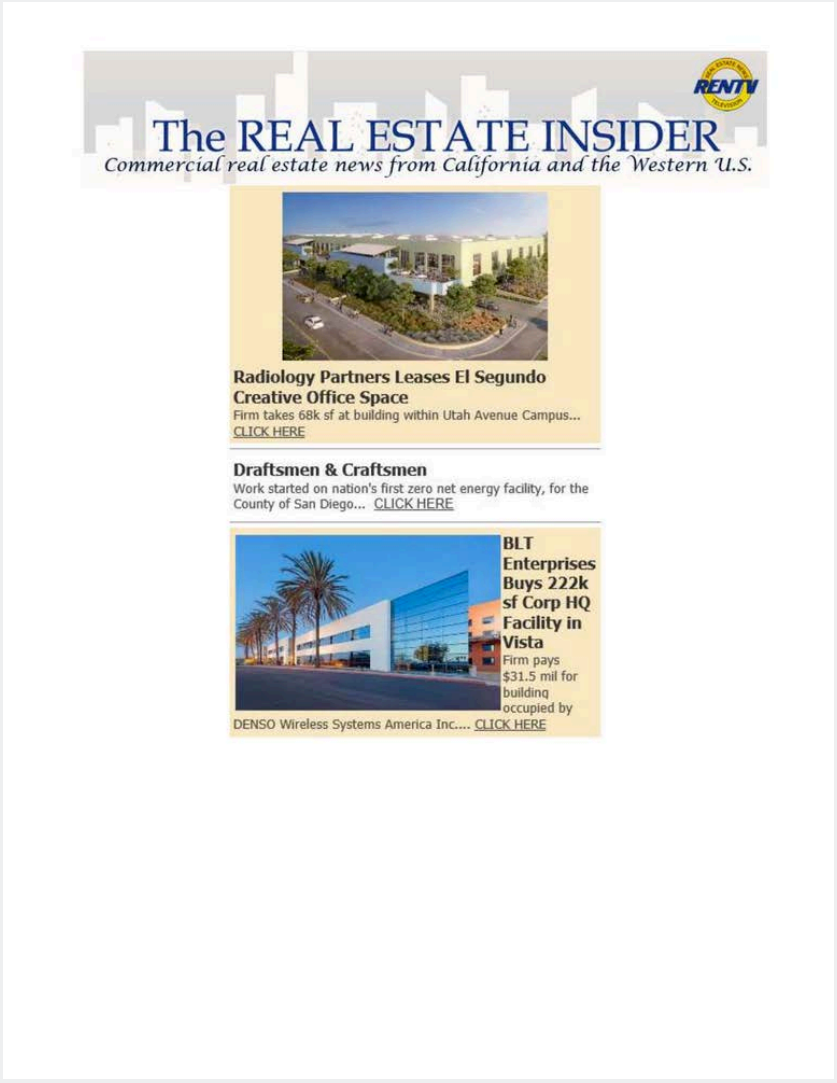

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* * *

SPECTRUM CHEMICAL LEASES 72K SQUARE FEET IN GARDENA

Chemical manufacturer and distributor **Spectrum Chemical Manufacturing Corp.** will lease an industrial building at 14400 S. San Pedro St. in Gardena in a lease valued at roughly $5.3 million.

Spectrum has leased 72,774 square feet of space in a building conveniently located next door to one of its current operations. The lease is for seven years.

The Klabin Co./CORFAC International represented Spectrum Chemical and the landlord, **RML Group**. The deal was announced Dec. 3.

"This is an older generation building originally designed for manufacturing, but its physical attributes – prime location, expansive yard, and dock high loading – make it desirable in today's market for an array of uses," said **Matthew Stringfellow**, Klabin's senior vice president, in a statement.

Industrial property is in high demand in the Southland as a growing number of e-commerce operations clamber for space.

"While we garnered extensive interest and activity from various users, it was a win-win for both landlord and tenant to continue their relationship, originally established as neighbors, and secure a long-term lease with a known, proven entity," Stringfellow said.

REAL ESTATE
HANNAH MADANS

Staff reporter Hannah Madans can be reached at hmadans@labusinessjournal.com or (323) 556-8337.

December 10, 2018

Los Angeles Business Journal Print Edition (61-122)

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December 20, 2018 ONLINE

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WESTERN REAL ESTATE BUSINESS

CALIFORNIA

BLT ENTERPRISES ACQUIRES 221,660 SF MANUFACTURING FACILITY FOR $31.1 MILLION

VISTA, CALIF. — BLT Enterprises has purchased a corporate headquarters-quality industrial manufacturing and warehousing facility located at 3250 Business Park in Vista, a suburb northwest of San Diego. Denso Wireless Systems America sold the property for $31.1 million in the sale-leaseback transaction. Built in 1997 by Denso, the 221,660-square-foot facility is fully leased by the company, a supplier of advanced automotive technology, systems and components. The property features 28- to 30-foot clear heights, 12,000 amps of power and a backup generator system. Additionally, the property features sculptured concrete, reflective glass, a stylish canopy entry and a two-story glass-clad lobby. Situated on 16 acres, the asset also includes a yard and vehicle parking area, as well as a 3.7-acre parcel that is currently unpaved, offering the opportunity for future development. Rob Jacobsen of SD Realty Partners represented the buyer, while Aric Starck of Cushman & Wakefield represented the seller in the deal.

CONTINUING LIFE PLANS 480-UNIT SENIORS HOUSING COMMUNITY

SAN JUAN CAPISTRANO, CALIF. — Continuing Life has unveiled plans for Reata Glen, a 480-unit continuing care retirement community in San Juan Capistrano. Reata Glen is located on 60 acres in South Orange County, where 13 percent of the population are seniors. That number is expected to double by 2040, according to Continuing Life. Partners on the project include California-based W.E. O'Neil Construction and KTGY Group Architects. Construction is already underway, with a planned delivery this spring.

MERIDIAN CAPITAL ARRANGES $5.5 MILLION IN FINANCING FOR THE COVELL BUILDING

LOS ANGELES — Meridian Capital Group has secured $5.5 million to refinance The Covell Building, a mixed-use property in Los Angeles. Located at 4642-4632 Hollywood Blvd., the two-story, 15,000-square-foot building features ground-floor retail space and the Hotel Covell on the second floor. Tenants include Go Get Em Tiger, Covell Wine Bar and McConnell's Ice Cream. The boutique hotel features individually curated suites, each featuring a customized theme. Seth Grossman and Andy Strauss of Meridian Capital arranged the 10-year CMBS loan, which features a fixed-rate and full-term interest-only payments.

Slated for delivery in spring 2019, Reata Glen will bring 480 continuing care retirement community to San Juan Capistrano.

LEVIN JOHNSTON NEGOTIATES $24.2 MILLION SALE OF VISTA DEL SOL APARTMENTS

PLEASANTON, CALIF. — Levin Johnston of Marcus & Millichap has directed the sale of Vista Del Sol, a multifamily property located at 2451-2529 Santa Rita Road in downtown Pleasanton. A private LLC sold the property to a local investor for $24.25 million. Situated on 3.4 acres, Vista Del Sol features 73 apartments, 50 of which were recently remodeled. The property underwent a $1.4 million capital improvement campaign consisting of extensive exterior and interior upgrades, including a remodeled clubhouse, updated gym and outdoor pool/barbecue area, and new signage. Adam Levin and Robert Johnston of Levin Johnston represented the seller and buyer in the deal.

SVN/VANGUARD NEGOTIATES $5.2 MILLION SALE

SANTA ANA, CALIF. — SVN/Vanguard has arranged the sale of an industrial building located at 202 N. Townsend in Santa Ana. An undisclosed seller sold the property to a local owner-user for $5.2 million. The 39,089-square-foot property features 20-foot clearance, a warehouse ventilation and drive-through capacity. Fernando Crisantos of SVN Vanguard represented the buyer and seller in the off-market deal.

SRS REAL ESTATE PARTNERS ADDS MIKE RIELLY TO LEAD NEW SIGNATURE GROUP IN NEW LA OFFICE

LOS ANGELES — SRS Real Estate Partners has hired Mike Rielly as senior vice president and managing principal in the Dallas-based company's new Los Angeles office, which is scheduled to open in early 2019. In this role, Rielly will also lead the newly formed SRS Signature Group nationally. The group is a one-of-a-kind service offering that will cater to aspirational and high-end brands targeting coast-to-coast growth in high-street, Class A mall, lifestyle, premium outlet and design/arts district environments. Rielly has nearly 20 years of experience in commercial real estate and an extensive background incubating and serving best-in-class brands in various categories. Additionally, he has expertise in assisting international retailers with U.S. transitions or expansions, as well as early retail template formation for domestic and global brands.

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April 17, 2019 ONLINE

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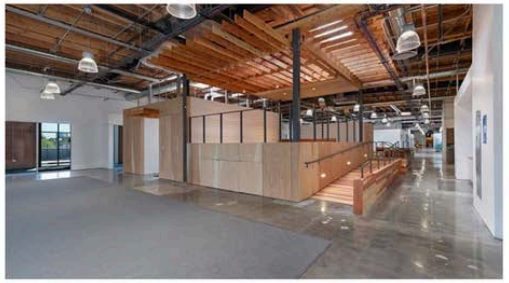
GLOBAL REAL ESTATE NEWS

BLT Enterprise Introduces New Creative Office "Neighborhoods" Concept in West Los Angeles Property for One of the Country's Fastest-Growing Marketing Consultancies



April 17, 2019 – BLT Enterprises, a multi-faceted commercial real estate development and investment company, has completed the complete transformation of a brick shell warehouse in West Los Angeles into a state-of-the-art creative office space through which the company has introduced a new concept in creative office construction.

> "FOR THIS PROJECT, BLT WORKED WITH BOTO DESIGN ARCHITECTS TO CONCEPTUALIZE AND DEVELOP WHAT WE REFER TO AS 'NEIGHBORHOODS' WITHIN THE PROPERTY," SAYS BERNARD HUBERMAN, FOUNDER AND PRESIDENT OF BLT ENTERPRISES, WHO NOTES THAT TODAY'S OFFICE USERS ARE INCREASINGLY DEMANDING A BALANCE BETWEEN COLLABORATIVE OPEN SPACE AND PRIVATE SPACES WHERE TEAM MEMBERS CAN FOCUS.

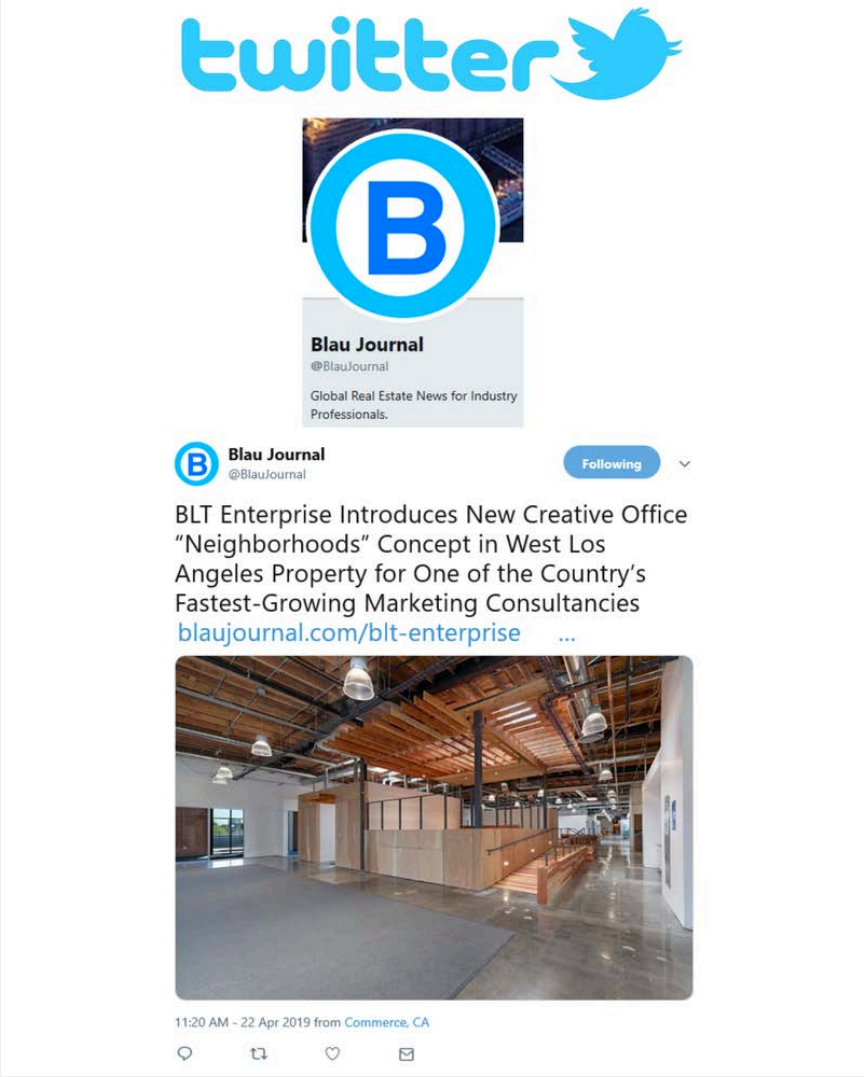
"Each 'neighborhood' is comprised of a manager's office facing a portion of the open floor area that houses that manager's team," Huberman explains. "This innovative new design concept ensures that communication flows quickly and effortlessly between managers and team members, which fosters increased productivity and camaraderie within the work space. At the same time, new phone and meeting rooms provide a level of privacy to balance the open, collaborative environment of the neighborhoods. This keeps the workspace productive, as the whole company does not share a single huge open space that can too easily carry sound and distractions."

BLT developed this new concept specifically for Hawke Media, one of the fastest-growing marketing consultancies in the country.

"As a landlord, our strategy is to work with our tenants throughout their growth to ensure their needs are met along the way," says Huberman. "This means we are willing to expand and adjust properties or identify new sites to accommodate our tenants' evolving needs."

The property, which BLT transformed specifically for Hawke Media, is 100 percent occupied by the digital marketing company. To accommodate the needs of Hawke Media's creative team, BLT and Boto Design Architects designed a thriving creative environment within an existing shell. In addition to the neighborhoods concept, the redevelopment features the addition of a large, elevated platform in the center of the open office space for entertainment and collaboration, as well as several private offices, phone and break rooms. The building's floor was brought to like-new condition, new walls were built, and a new roof, new windows, new doors, new appliances and additional skylights were added. Exterior improvements include a private outdoor patio and new landscaping.

The property is located at 2231 Barrington Avenue in Los Angeles, California. Lisa Tamayo of BLT Enterprises managed the project and retained Boto Design Architects as the project architect and Staples Construction Company as the project general contractor.



April 22, 2019

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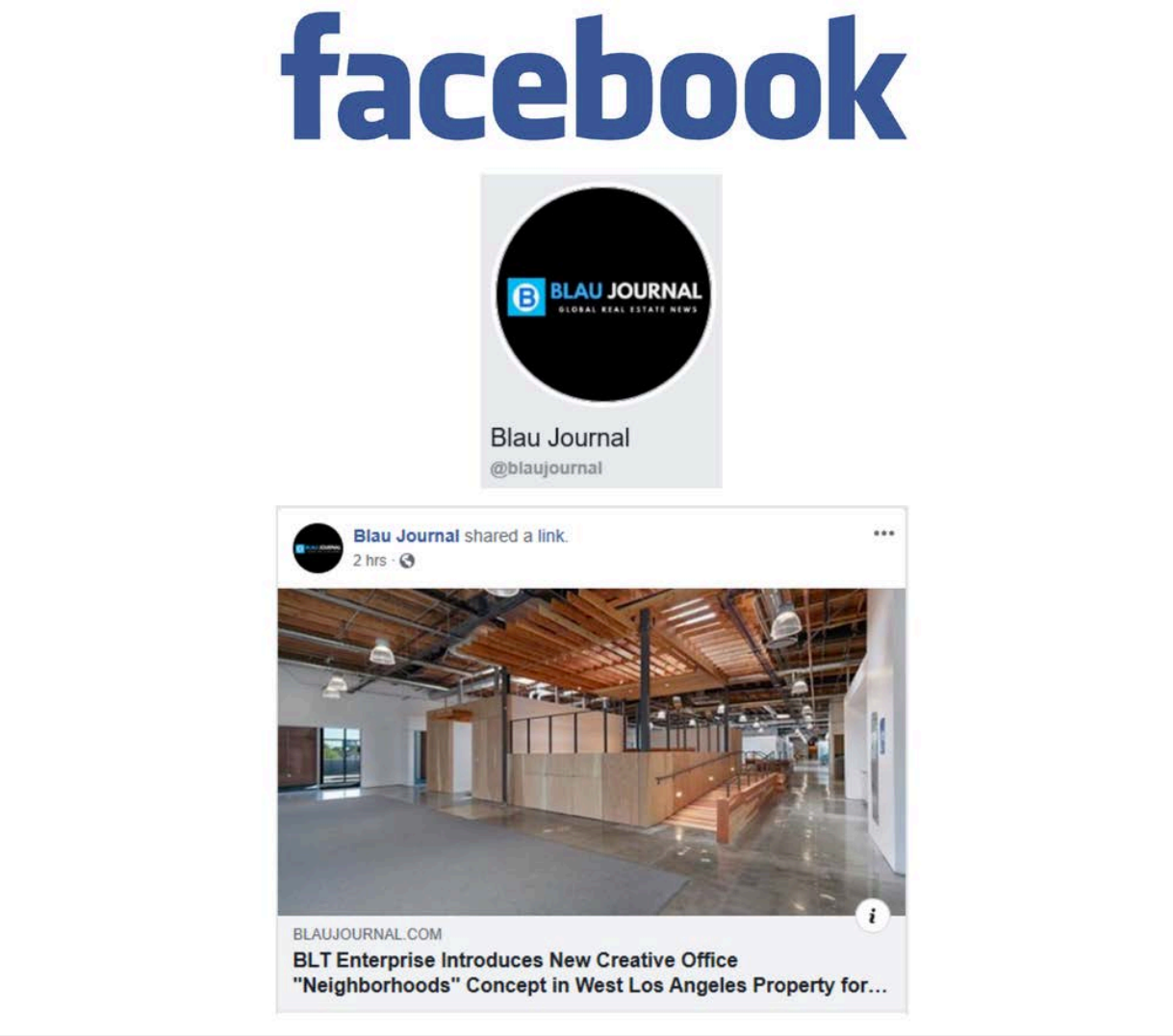

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The Next Phase of Creative Office Is Functionality

Creative office started with open floor plans and collaborative spaces, but the next iteration is focused on functionality.

By **Kelsi Maree Borland** | April 23, 2019 at 02:00 PM

Lisa Tamayo

Creative office is entering its next phase of growth. The popular office model, which has become a standard this cycle, started with open floor plans and collaborative spaces. The next iteration of the creative model is functionality. **BLT Enterprises** has unveiled a new neighborhood concept in West L.A. The new floor plan balances private and open space to enhance functionality.

"The first wave of creative office involved open floor plans, lots of collaborative space, few enclosed offices, benching, and little if any space for privacy or heads-down work," **Lisa Tamayo**, VP of development at BLT Enterprises, tells GlobeSt.com. "Once office tenants embraced creative space and became comfortable with it, the next step was to make it even more user-friendly. The neighborhood workplaces that we develop not only look sharp, but also function better than either traditional office or previous versions of creative space. The combination helps companies attract and retain talent, which is a major focus in businesses today."

While open floor plans and collaboration have dominated creative office, employees also need access to privacy, conference rooms and some enclosed offices. "The idea behind creative neighborhoods is to develop office space that takes into account how employees work, with whom they work, and what their needs are based on their role within the company and interaction with other team members," says Tamayo. "Rather than simply placing their desks in the same area, team members are organized in neighborhoods that were designed for brainstorming sessions, manager oversight, and improved work flow."

The neighborhood concept is focused on continuing to progress the workplace.

April 24, 2019

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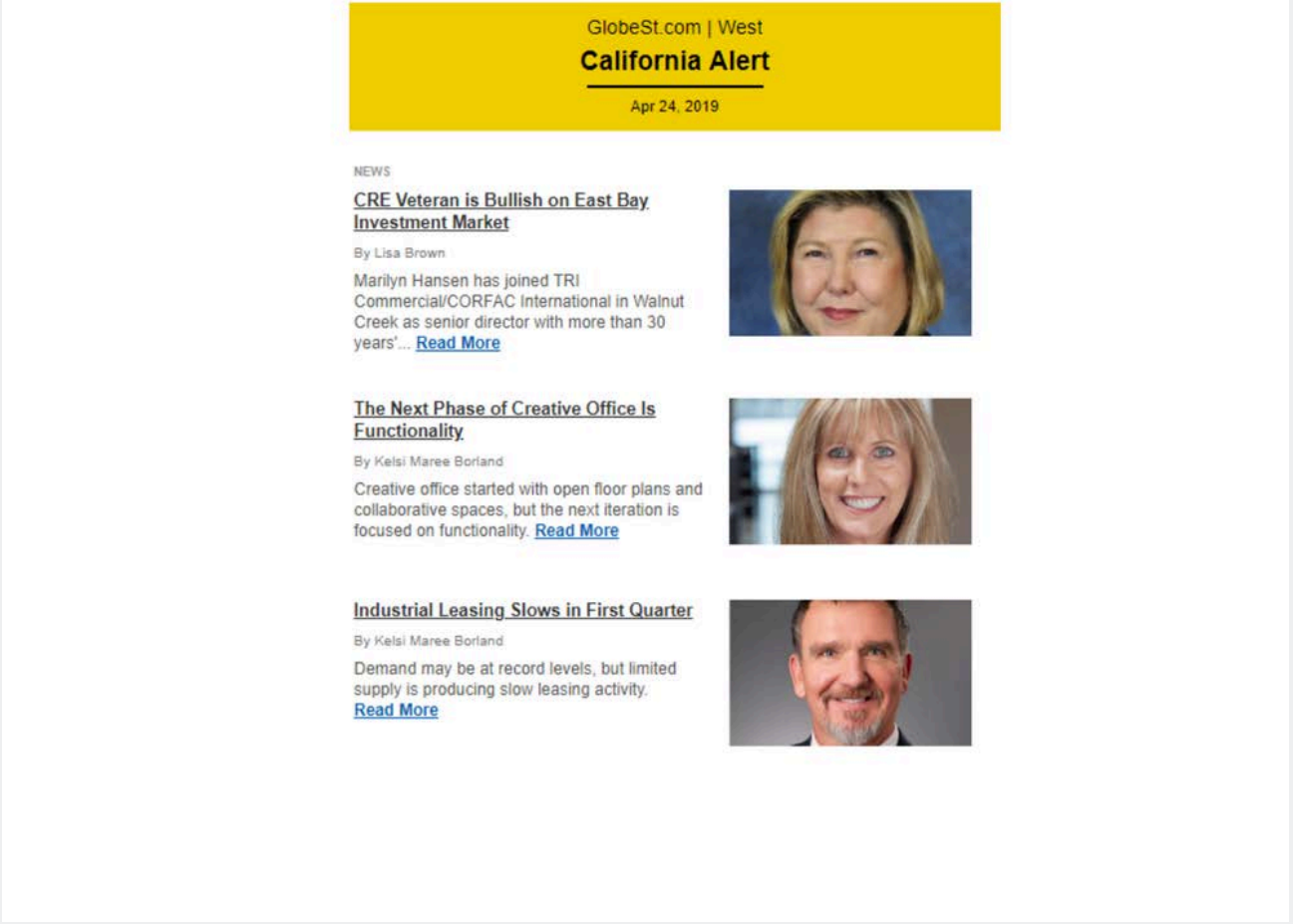

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California Alert

Apr 24, 2019

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By Lisa Brown

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The Next Phase of Creative Office Is Functionality

By Kelsi Maree Borland

Creative office started with open floor plans and collaborative spaces, but the next iteration is focused on functionality. Read More

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By Kelsi Maree Borland

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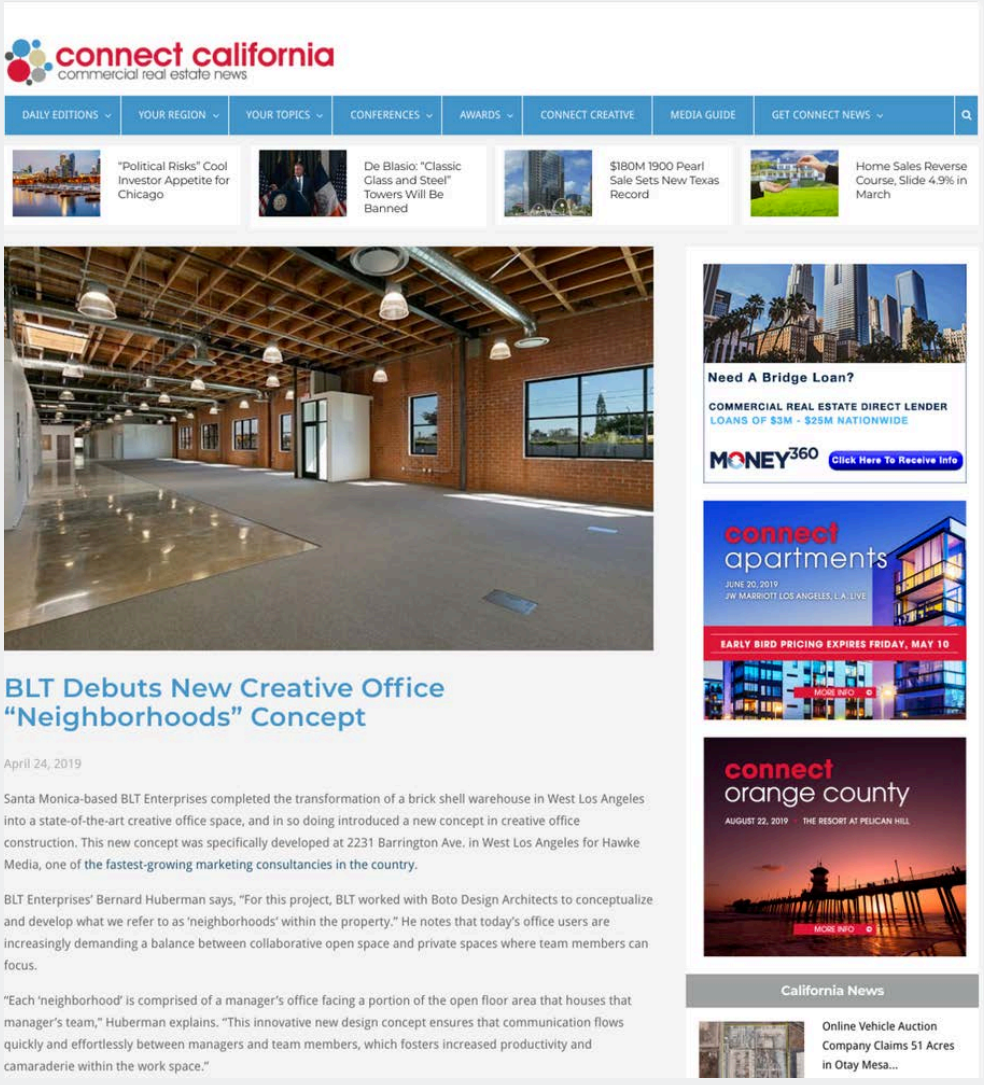

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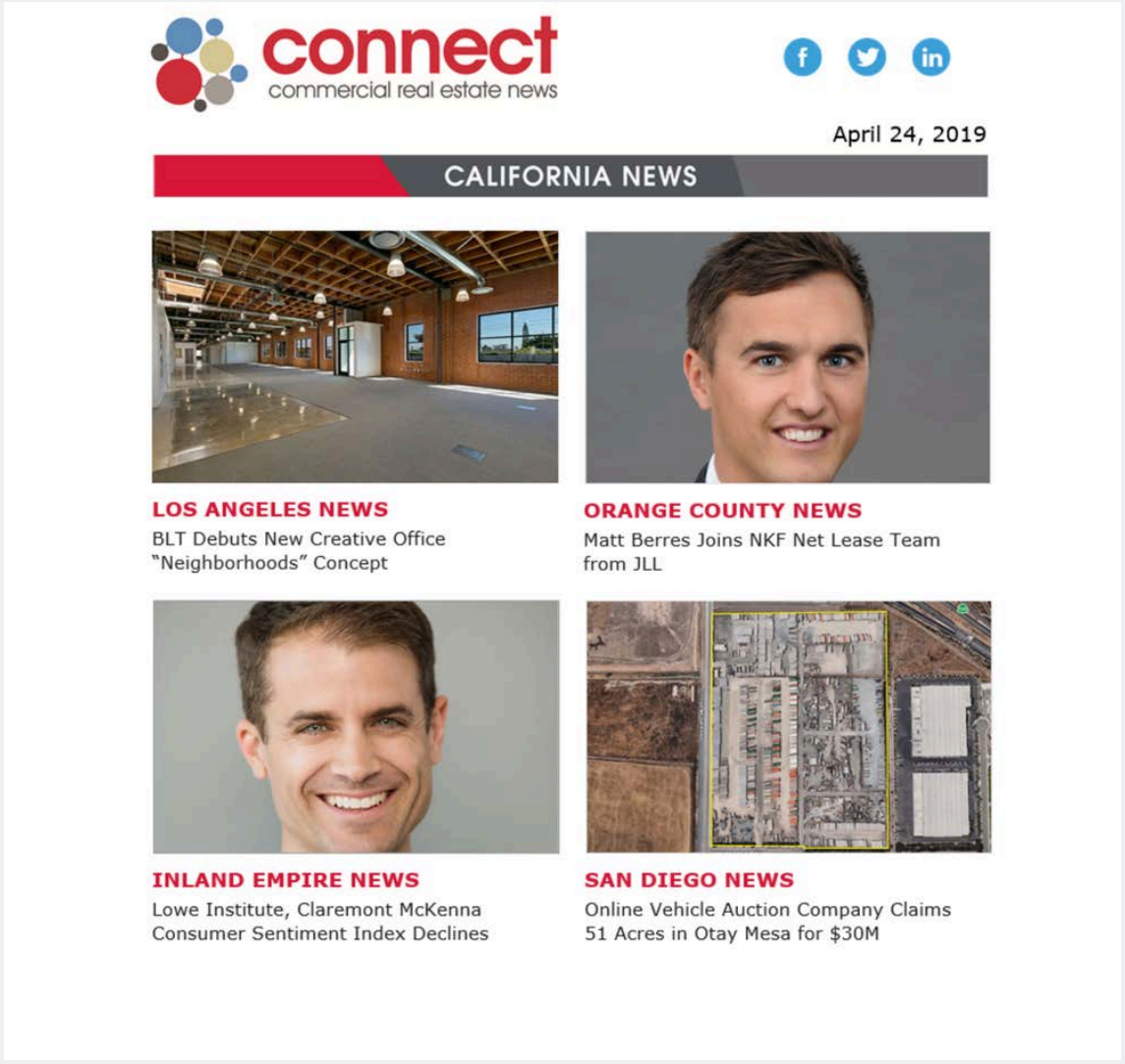

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April 24, 2019

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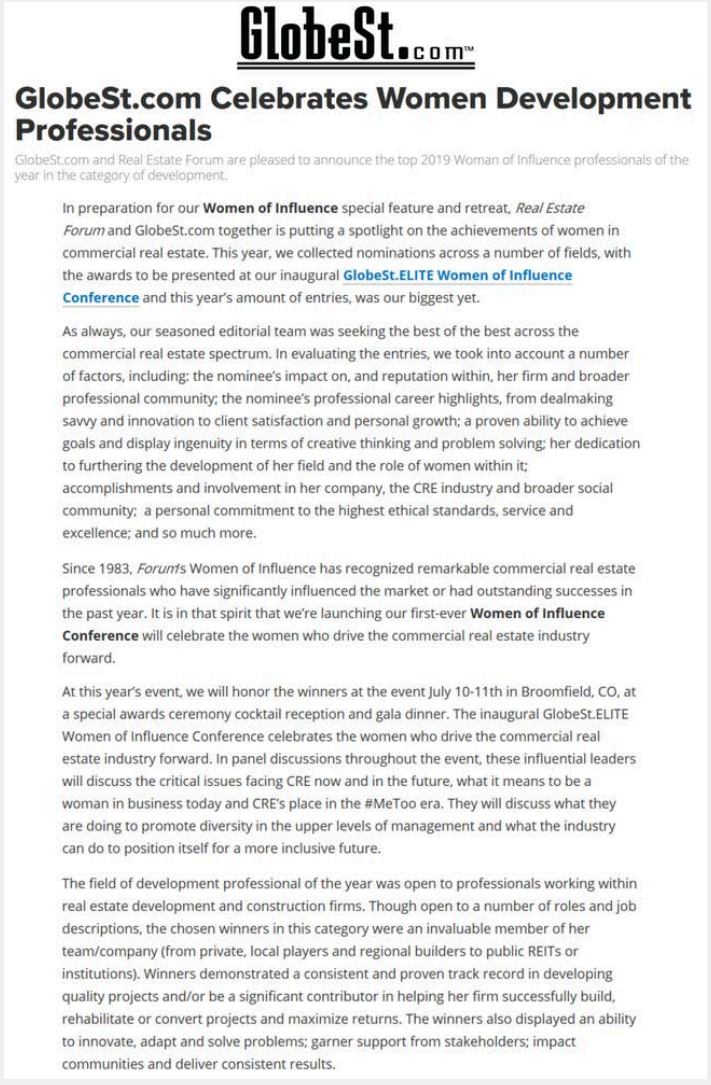

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GlobeSt.com Celebrates Women Development Professionals

GlobeSt.com and Real Estate Forum are pleased to announce the top 2019 Woman of Influence professionals of the year in the category of development.

In preparation for our **Women of Influence** special feature and retreat, *Real Estate Forum* and GlobeSt.com together is putting a spotlight on the achievements of women in commercial real estate. This year, we collected nominations across a number of fields, with the awards to be presented at our inaugural **GlobeSt.ELITE Women of Influence Conference** and this year's amount of entries, was our biggest yet.

As always, our seasoned editorial team was seeking the best of the best across the commercial real estate spectrum. In evaluating the entries, we took into account a number of factors, including: the nominee's impact on, and reputation within, her firm and broader professional community; the nominee's professional career highlights, from dealmaking savvy and innovation to client satisfaction and personal growth; a proven ability to achieve goals and display ingenuity in terms of creative thinking and problem solving; her dedication to furthering the development of her field and the role of women within it; accomplishments and involvement in her company, the CRE industry and broader social community; a personal commitment to the highest ethical standards, service and excellence; and so much more.

Since 1983, *Forum*'s Women of Influence has recognized remarkable commercial real estate professionals who have significantly influenced the market or had outstanding successes in the past year. It is in that spirit that we're launching our first-ever **Women of Influence Conference** will celebrate the women who drive the commercial real estate industry forward.

At this year's event, we will honor the winners at the event July 10-11th in Broomfield, CO, at a special awards ceremony cocktail reception and gala dinner. The inaugural GlobeSt.ELITE Women of Influence Conference celebrates the women who drive the commercial real estate industry forward. In panel discussions throughout the event, these influential leaders will discuss the critical issues facing CRE now and in the future, what it means to be a woman in business today and CRE's place in the #MeToo era. They will discuss what they are doing to promote diversity in the upper levels of management and what the industry can do to position itself for a more inclusive future.

The field of development professional of the year was open to professionals working within real estate development and construction firms. Though open to a number of roles and job descriptions, the chosen winners in this category were an invaluable member of her team/company (from private, local players and regional builders to public REITs or institutions). Winners demonstrated a consistent and proven track record in developing quality projects and/or be a significant contributor in helping her firm successfully build, rehabilitate or convert projects and maximize returns. The winners also displayed an ability to innovate, adapt and solve problems; garner support from stakeholders; impact communities and deliver consistent results.

May 17, 2019 ONLINE

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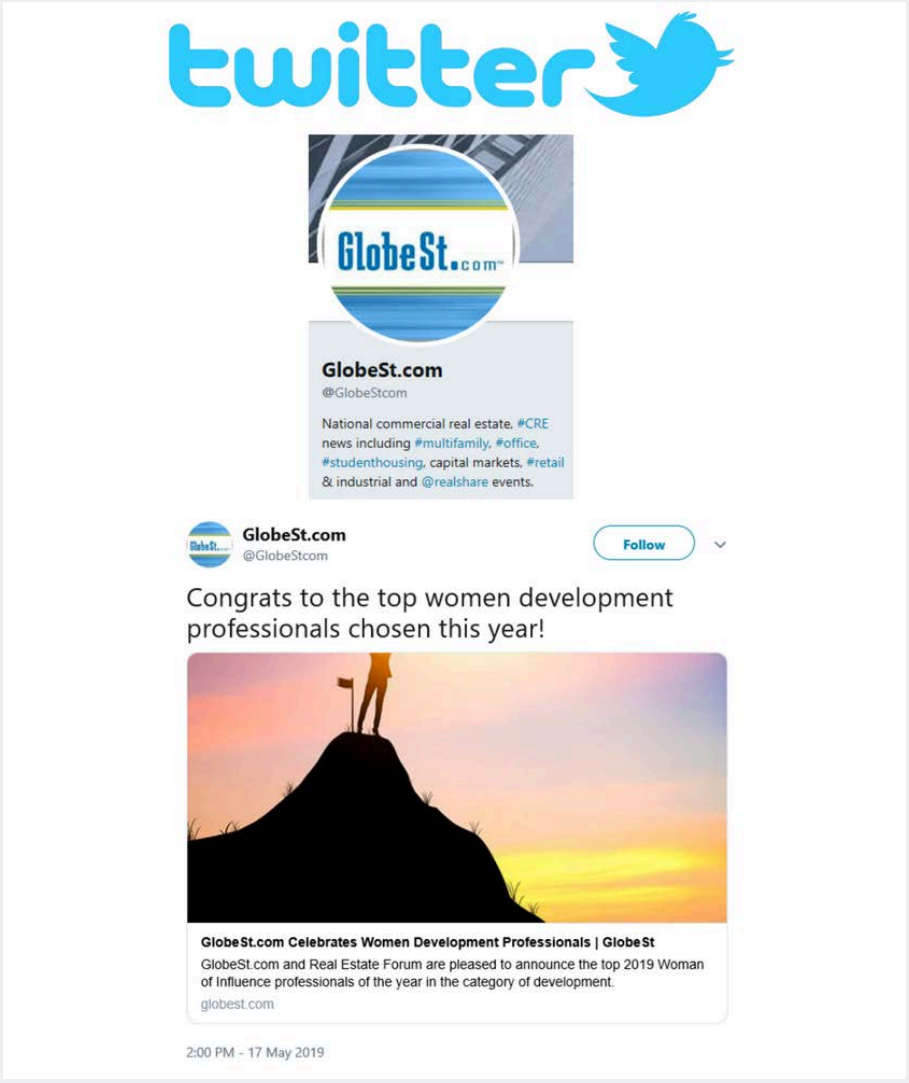
globest.com/2019/05/17/globest-com-cel...



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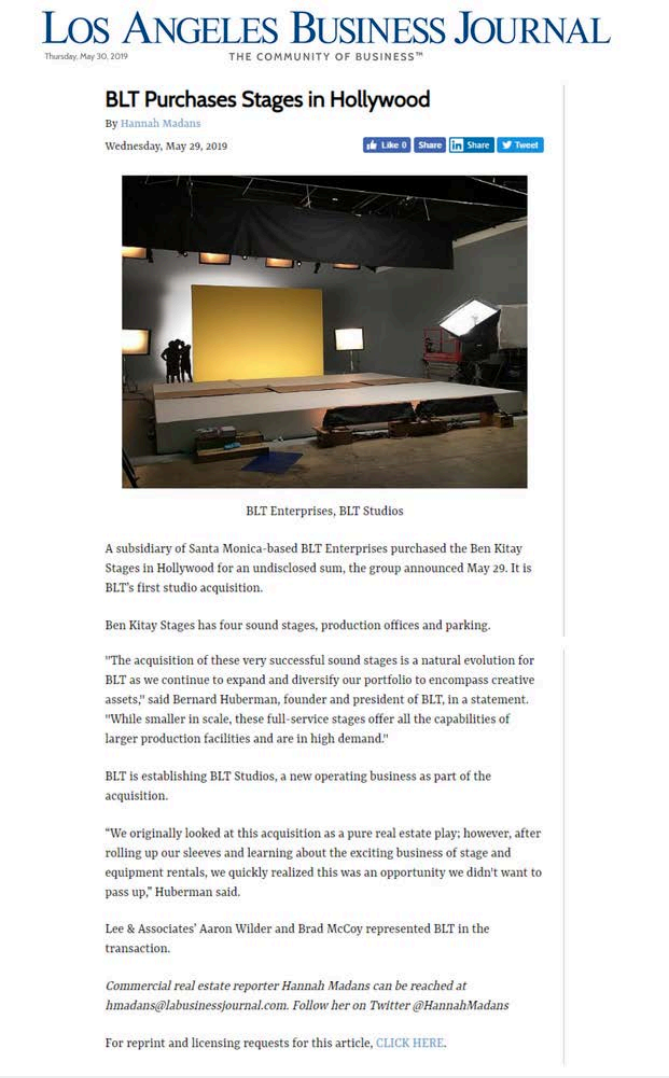

LOS ANGELES BUSINESS JOURNAL

Thursday, May 30, 2019 THE COMMUNITY OF BUSINESS™

BLT Purchases Stages in Hollywood

By Hannah Madans

Wednesday, May 29, 2019

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BLT Enterprises, BLT Studios

A subsidiary of Santa Monica-based BLT Enterprises purchased the Ben Kitay Stages in Hollywood for an undisclosed sum, the group announced May 29. It is BLT's first studio acquisition.

Ben Kitay Stages has four sound stages, production offices and parking.

"The acquisition of these very successful sound stages is a natural evolution for BLT as we continue to expand and diversify our portfolio to encompass creative assets," said Bernard Huberman, founder and president of BLT, in a statement. "While smaller in scale, these full-service stages offer all the capabilities of larger production facilities and are in high demand."

BLT is establishing BLT Studios, a new operating business as part of the acquisition.

"We originally looked at this acquisition as a pure real estate play; however, after rolling up our sleeves and learning about the exciting business of stage and equipment rentals, we quickly realized this was an opportunity we didn't want to pass up," Huberman said.

Lee & Associates' Aaron Wilder and Brad McCoy represented BLT in the transaction.

Commercial real estate reporter Hannah Madans can be reached at hmadans@labusinessjournal.com. Follow her on Twitter @HannahMadans

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May 29, 2019 ONLINE

Los Angeles Business Journal (61-147)

labusinessjournal.com/news/2019/may/2...

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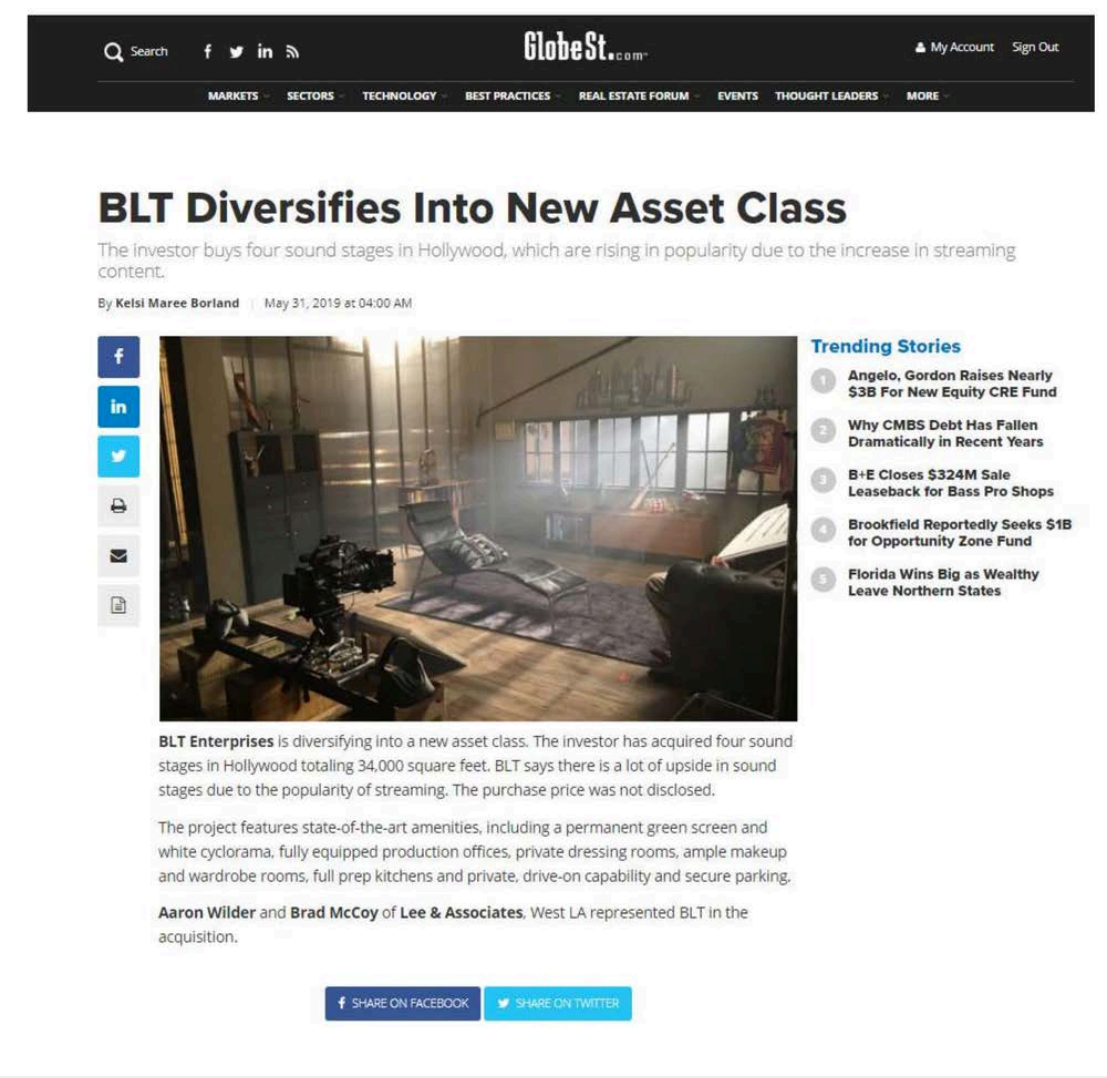
globest.com/2019/05/31/blt-diversifies-int...



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BLT Diversifies Into New Asset Class

The investor buys four sound stages in Hollywood, which are rising in popularity due to the increase in streaming content.

By **Kelsi Maree Borland** | May 31, 2019 at 04:00 AM

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BLT Enterprises is diversifying into a new asset class. The investor has acquired four sound stages in Hollywood totaling 34,000 square feet. BLT says there is a lot of upside in sound stages due to the popularity of streaming. The purchase price was not disclosed.

The project features state-of-the-art amenities, including a permanent green screen and white cyclorama, fully equipped production offices, private dressing rooms, ample makeup and wardrobe rooms, full prep kitchens and private, drive-on capability and secure parking.

Aaron Wilder and **Brad McCoy** of **Lee & Associates**, West LA represented BLT in the acquisition.

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June 03, 2019

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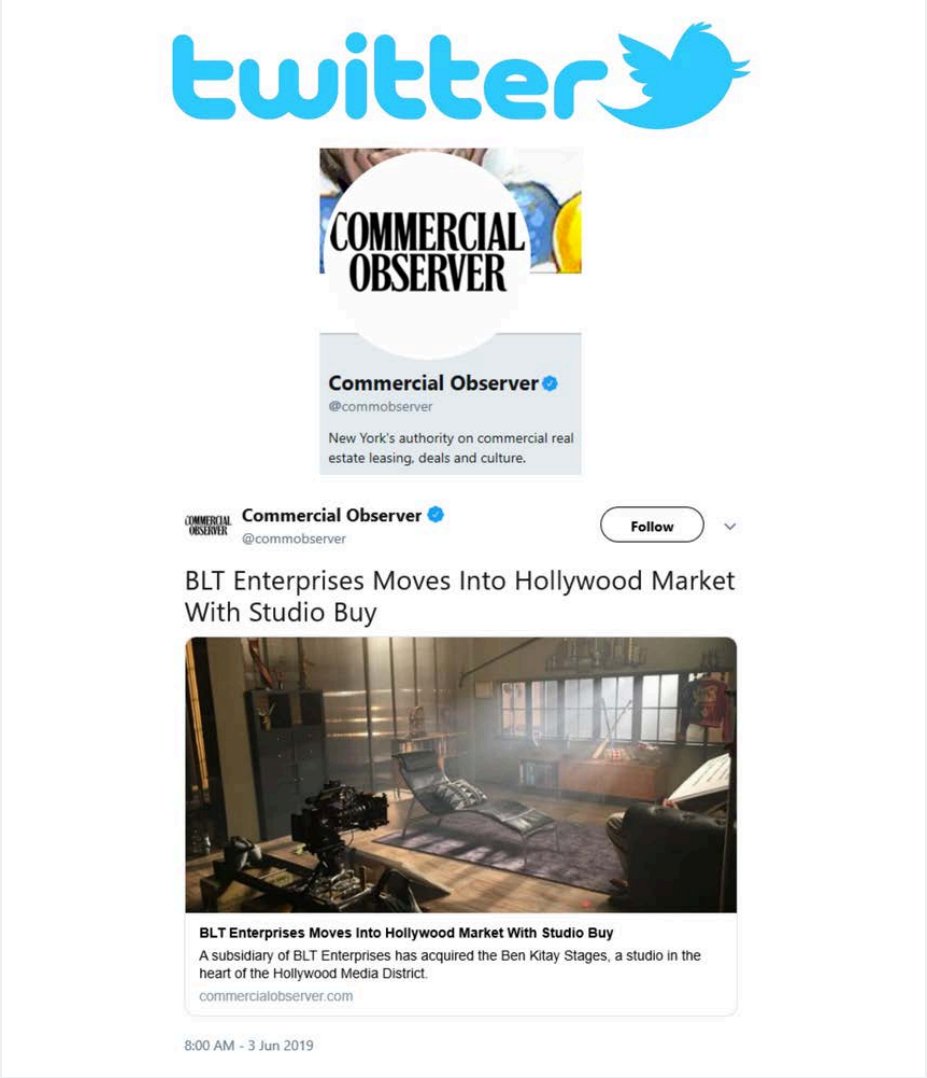

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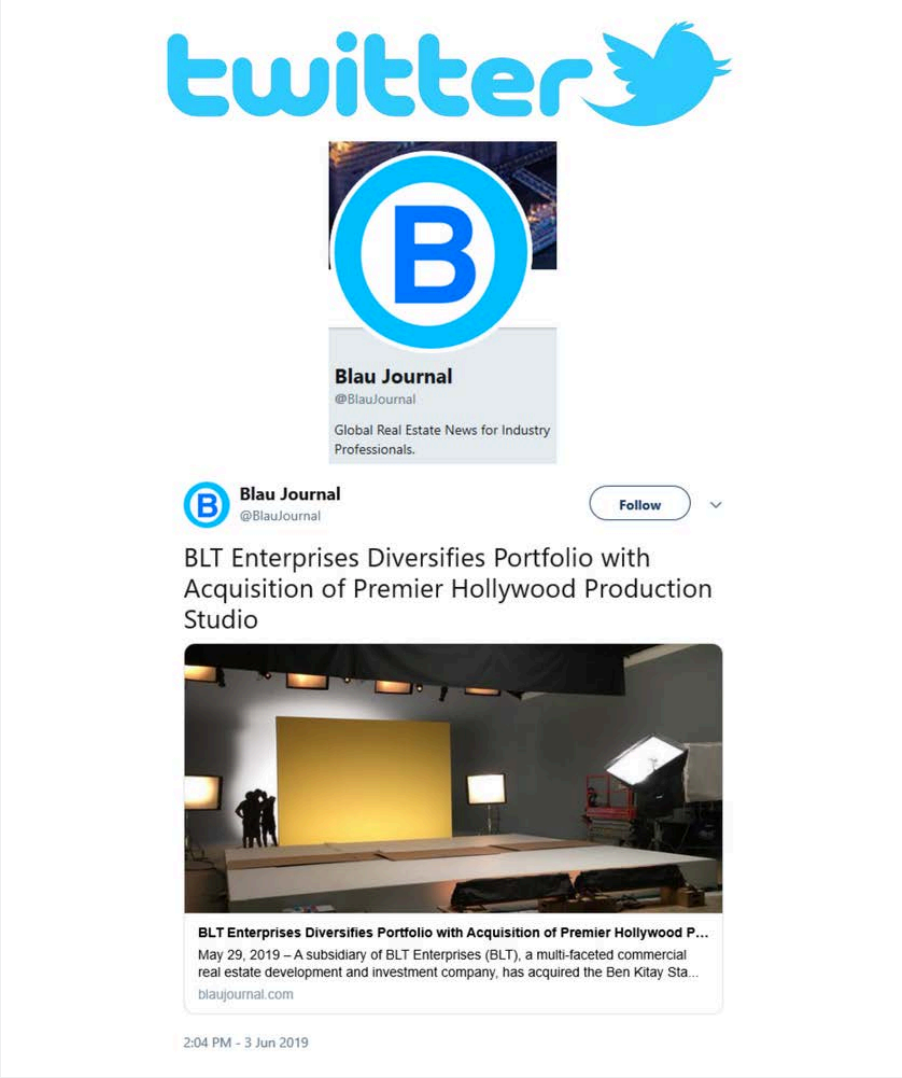

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GLOBAL REAL ESTATE NEWS

BLT Enterprises Diversifies Portfolio with Acquisition of Premier Hollywood Production Studio

May 29, 2019 – A subsidiary of BLT Enterprises (BLT), a multi-faceted commercial real estate development and investment company, has acquired the Ben Kitay Stages. The project includes four...

May 29, 2019 – A subsidiary of **BLT Enterprises** (BLT), a multi-faceted commercial real estate development and investment company, has acquired the **Ben Kitay Stages**. The project includes four sound stages totaling approximately 34,000 square feet, with an in-demand market niche in the core of the Hollywood Media District according the Bernard Huberman, Founder and President of BLT Enterprises.

Located in the heart of Hollywood, the project features state-of-the-art amenities, including a permanent green screen and white cyclorama, fully equipped production offices, private dressing rooms, ample makeup and wardrobe rooms, full prep kitchens and private, drive-on capability and secure parking.

> "THE ACQUISITION OF THESE VERY SUCCESSFUL SOUND STAGES IS A NATURAL EVOLUTION FOR BLT AS WE CONTINUE TO EXPAND AND DIVERSIFY OUR PORTFOLIO TO ENCOMPASS CREATIVE ASSETS," SAYS HUBERMAN. "WHILE SMALLER IN SCALE, THESE FULL-SERVICE STAGES OFFER ALL THE CAPABILITIES OF LARGER PRODUCTION FACILITIES AND ARE IN HIGH DEMAND."

With the continued popularity of streaming series, television production remains a major economic driver in California, contributing more than $6.88 billion to the state's economy in 2018, notes Huberman.

The sound stages have served as the location of several high-profile television shows and are frequently utilized by major entertainment and mass media companies. Additionally, they are regularly used to produce commercials and music videos.

As part of the acquisition, BLT is establishing a new operating business, BLT Studios LLC. "Forming a new operating business was not in our original plan" says Huberman. "We originally looked at this acquisition as a pure real estate play; however, after rolling up our sleeves and learning about the exciting business of stage and equipment rentals, we quickly realized this was an opportunity we didn't want to pass up."

BLT was represented in the acquisition by Aaron Wilder and Brad McCoy of Lee & Associates, West LA.

commercialobserver.com

June 03, 2019 ONLINE

Commercial Observer (61-147)

commercialobserver.com/2019/06/blt-ent...

COMMERCIAL OBSERVER

BLT Enterprises Moves Into Hollywood Market With Studio Buy

BY ALISON STATEMAN JUNE 3, 2019 11:00 AM REPRINTS

BEN KITAY STAGES IN HOLLYWOOD, CALIF. PHOTO: BLT ENTERPRISES

A subsidiary of **BLT Enterprises** has acquired the **Ben Kitay Stages**, a studio in the heart of the Hollywood Media District, for an undisclosed sum in a deal that closed May 29, according to a release. The purchase marks the Santa Monica-based real estate development and investment company's entry into the Hollywood market.

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The project includes four sound stages totaling approximately 34,000 square feet and amenities including a permanent green screen with white cyclorama, fully equipped

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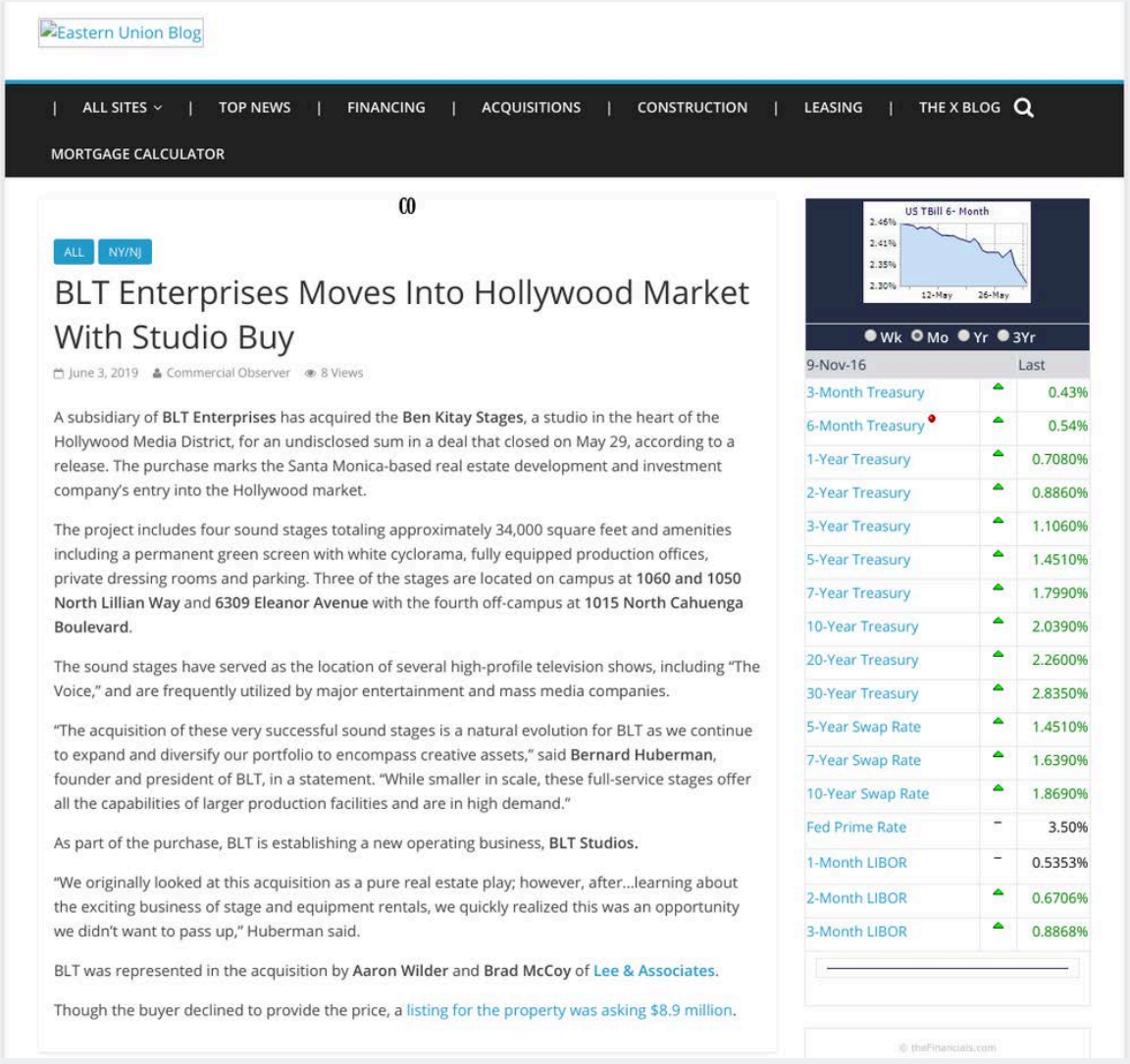

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BLT Enterprises Moves Into Hollywood Market With Studio Buy

June 3, 2019 Commercial Observer 8 Views

A subsidiary of **BLT Enterprises** has acquired the **Ben Kitay Stages**, a studio in the heart of the Hollywood Media District, for an undisclosed sum in a deal that closed on May 29, according to a release. The purchase marks the Santa Monica-based real estate development and investment company's entry into the Hollywood market.

The project includes four sound stages totaling approximately 34,000 square feet and amenities including a permanent green screen with white cyclorama, fully equipped production offices, private dressing rooms and parking. Three of the stages are located on campus at **1060 and 1050 North Lillian Way** and **6309 Eleanor Avenue** with the fourth off-campus at **1015 North Cahuenga Boulevard**.

The sound stages have served as the location of several high-profile television shows, including "The Voice," and are frequently utilized by major entertainment and mass media companies.

"The acquisition of these very successful sound stages is a natural evolution for BLT as we continue to expand and diversify our portfolio to encompass creative assets," said **Bernard Huberman**, founder and president of BLT, in a statement. "While smaller in scale, these full-service stages offer all the capabilities of larger production facilities and are in high demand."

As part of the purchase, BLT is establishing a new operating business, **BLT Studios.**

"We originally looked at this acquisition as a pure real estate play; however, after...learning about the exciting business of stage and equipment rentals, we quickly realized this was an opportunity we didn't want to pass up," Huberman said.

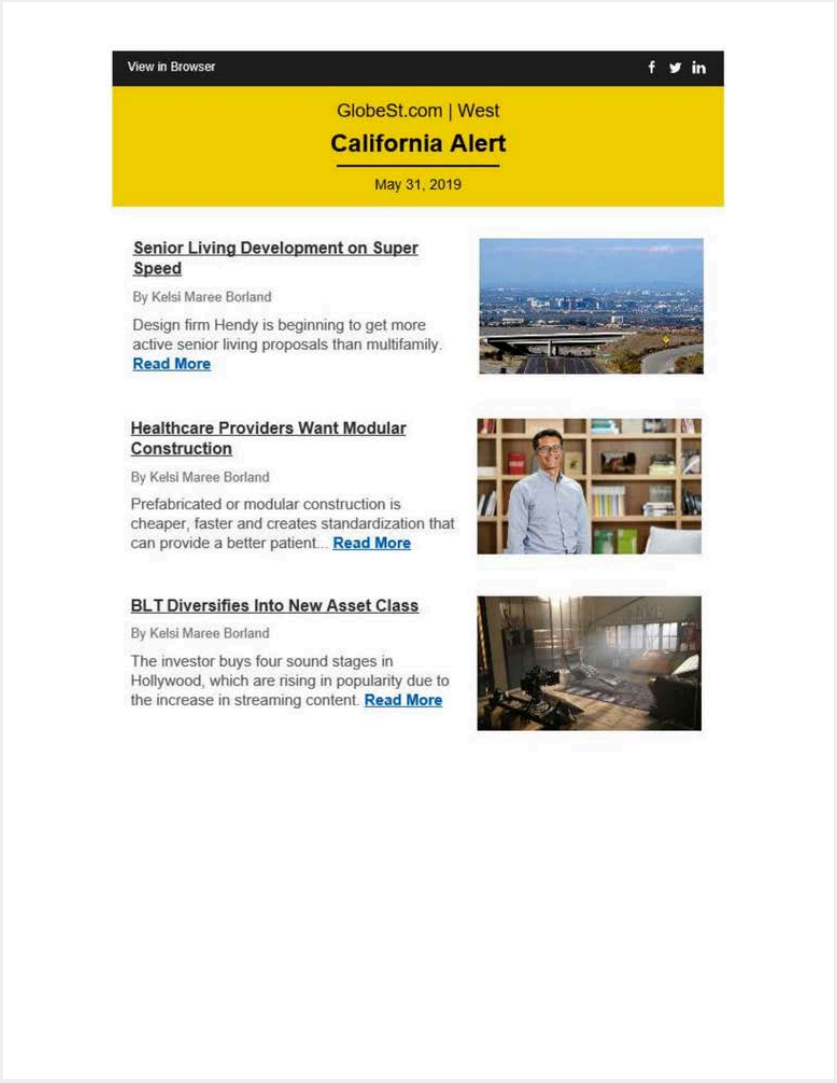
BLT was represented in the acquisition by **Aaron Wilder** and **Brad McCoy** of Lee & Associates.

Though the buyer declined to provide the price, a listing for the property was asking $8.9 million.

US TBill 6- Month

Wk Mo Yr 3Yr

9-Nov-16		Last
3-Month Treasury	▲	0.43%
6-Month Treasury	▲	0.54%
1-Year Treasury	▲	0.7080%
2-Year Treasury	▲	0.8860%
3-Year Treasury	▲	1.1060%
5-Year Treasury	▲	1.4510%
7-Year Treasury	▲	1.7990%
10-Year Treasury	▲	2.0390%
20-Year Treasury	▲	2.2600%
30-Year Treasury	▲	2.8350%
5-Year Swap Rate	▲	1.4510%
7-Year Swap Rate	▲	1.6390%
10-Year Swap Rate	▲	1.8690%
Fed Prime Rate	–	3.50%
1-Month LIBOR	–	0.5353%
2-Month LIBOR	▲	0.6706%
3-Month LIBOR	▲	0.8868%



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May 31, 2019

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By Kelsi Maree Borland

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BLT Diversifies Into New Asset Class

By Kelsi Maree Borland

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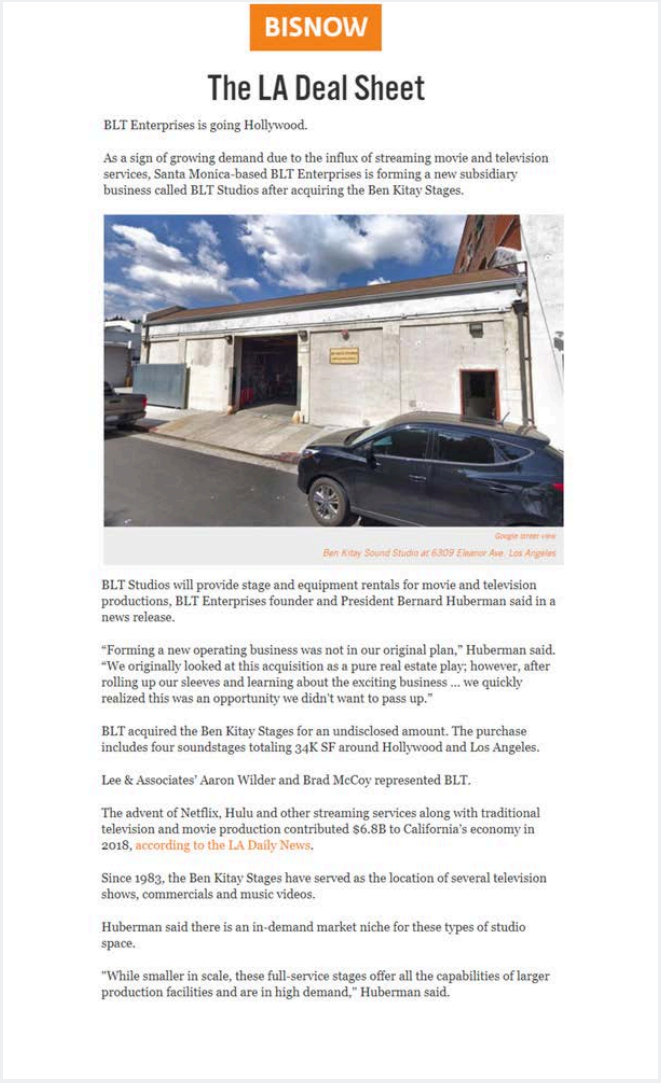

BISNOW

The LA Deal Sheet

BLT Enterprises is going Hollywood.

As a sign of growing demand due to the influx of streaming movie and television services, Santa Monica-based BLT Enterprises is forming a new subsidiary business called BLT Studios after acquiring the Ben Kitay Stages.

Google street view
Ben Kitay Sound Studio at 6309 Eleanor Ave. Los Angeles

BLT Studios will provide stage and equipment rentals for movie and television productions, BLT Enterprises founder and President Bernard Huberman said in a news release.

"Forming a new operating business was not in our original plan," Huberman said. "We originally looked at this acquisition as a pure real estate play; however, after rolling up our sleeves and learning about the exciting business ... we quickly realized this was an opportunity we didn't want to pass up."

BLT acquired the Ben Kitay Stages for an undisclosed amount. The purchase includes four soundstages totaling 34K SF around Hollywood and Los Angeles.

Lee & Associates' Aaron Wilder and Brad McCoy represented BLT.

The advent of Netflix, Hulu and other streaming services along with traditional television and movie production contributed $6.8B to California's economy in 2018, according to the LA Daily News.

Since 1983, the Ben Kitay Stages have served as the location of several television shows, commercials and music videos.

Huberman said there is an in-demand market niche for these types of studio space.

"While smaller in scale, these full-service stages offer all the capabilities of larger production facilities and are in high demand," Huberman said.

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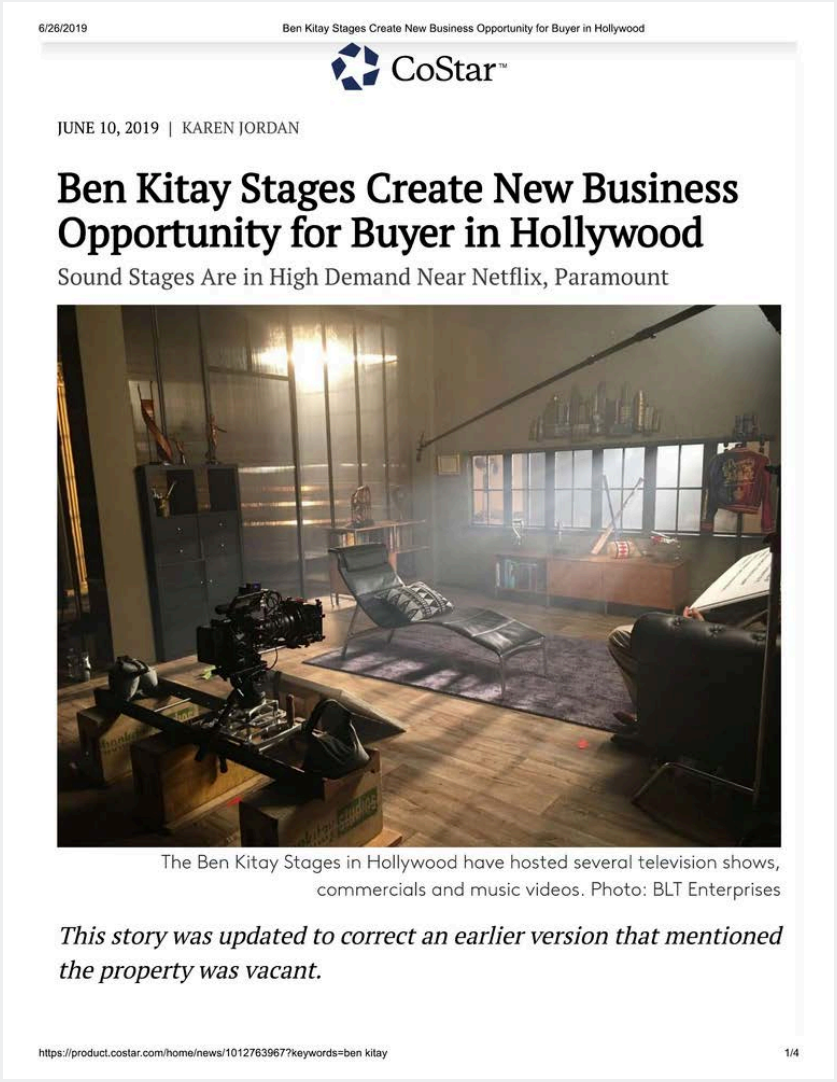
June 11, 2019

CoStar (61-147)



6/26/2019 Ben Kitay Stages Create New Business Opportunity for Buyer in Hollywood

CoStar™

JUNE 10, 2019 | KAREN JORDAN

Ben Kitay Stages Create New Business Opportunity for Buyer in Hollywood

Sound Stages Are in High Demand Near Netflix, Paramount

The Ben Kitay Stages in Hollywood have hosted several television shows, commercials and music videos. Photo: BLT Enterprises

This story was updated to correct an earlier version that mentioned the property was vacant.

https://product.costar.com/home/news/1012763967?keywords=ben kitay 1/4

A subsidiary of commercial real estate development and investment company BLT Enterprises has acquired the Ben Kitay Stages in Hollywood, California, and plans to open a studio production division in the nation's entertainment capital, where sound stages are almost fully occupied.

Local investor William Segal sold the property, at 6309 Eleanor Ave., which features four sound stages totaling about 34,000 square feet as well as production offices, dressing rooms, makeup and wardrobe rooms, full prep kitchens and parking, for $8.68 million.

The price for the studios was a slight discount to the $8.9 million its owners sought in a marketing listing earlier this year, but offers a premium over the $2.5 million the property sold for in 2000, according to CoStar data.

"The acquisition of these very successful sound stages is a natural evolution for BLT as we continue to expand and diversify our portfolio to encompass creative assets," Bernard Huberman, founder and president of BLT Enterprises, said in a statement. "While smaller in scale, these full-service stages offer all the capabilities of larger production facilities, and are in high demand."

Santa Monica-based BLT Enterprises is establishing an operating business, BLT Studios LLC, as part of the deal, which was not part of the company’s original plan.

However, Huberman added, “After rolling up our sleeves and learning about the exciting business of stage and equipment rentals, we quickly realized this was an opportunity we didn't want to pass up."

The new venture represents a new path for BLT Enterprises, which develops and operates facilities and transfer stations for the recycling and municipal solid waste industry in California but has been diversifying with the development of industrial, office, retail and residential properties.

Popular singing competition show “The Voice” is among the television shows, commercials and music videos that have been filmed at the property.

The vacancy provides significant opportunity to BLT in a highly competitive market for production space. Sound stages in Los Angeles are at 98% capacity, according to nonprofit and official film office of the city and county of Los Angeles, FilmLA.

“In today’s market, the demand for this unique space is at an all-time high, and leases for them are starting to go longer in term,” Nico Vilgiate, executive vice president at global commercial real estate firm Colliers International, said in an email.

There has always been an abundance of third-party stages to lease in Hollywood, in particular, according to Vilgiate. Hollywood is home to several media and entertainment firms including online giant Netflix, which occupies more than 1 million square feet in the area. The area is also in close proximity to local studio lots,

including those owned by Paramount Pictures, the Walt Disney Co. and Warner Bros.

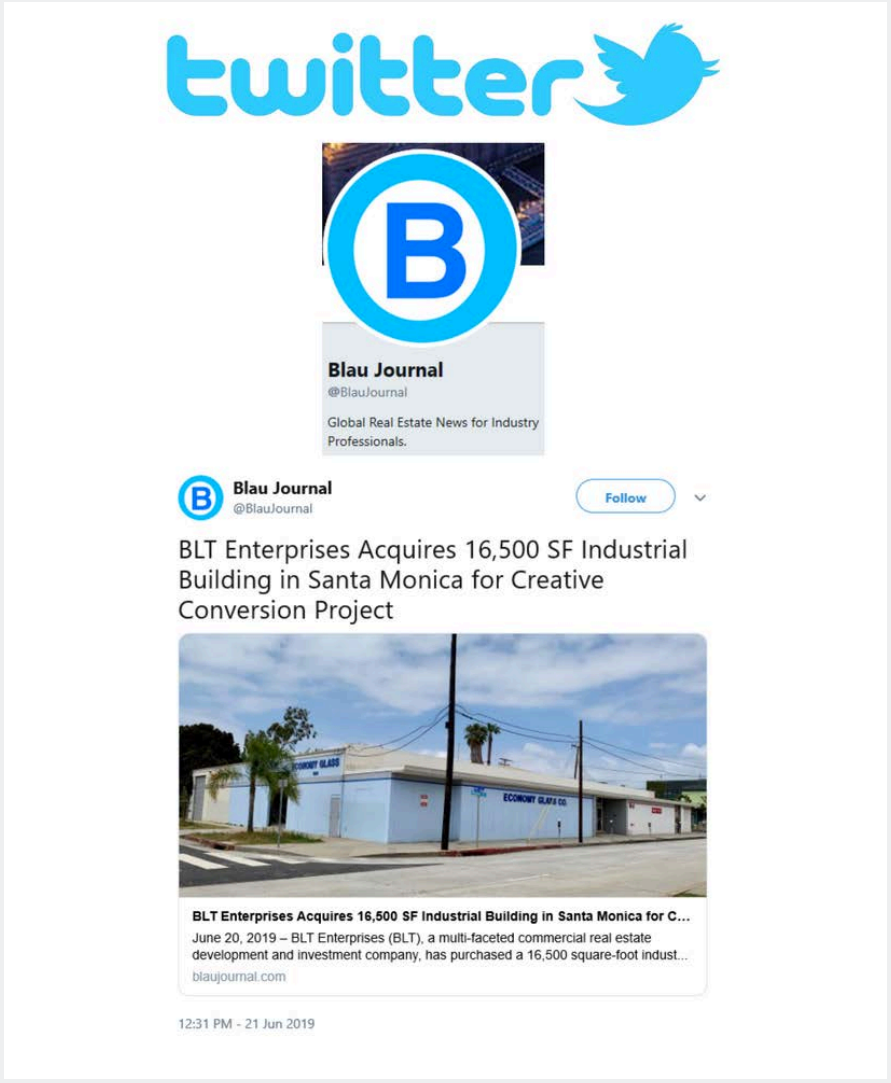
For the Record: *Aaron Wilder and Brad McCoy with Lee & Associates represented BLT Enterprises in the deal.*

CoStar™

JUNE 10, 2019 | KAREN JORDAN

Ben Kitay Stages Create New Business Opportunity for Buyer in Hollywood

Sound Stages Are in High Demand Near Netflix, Paramount



June 21, 2019

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BLAU JOURNAL
GLOBAL REAL ESTATE NEWS

BLT Enterprises Acquires 16,500 SF Industrial Building in Santa Monica for Creative Conversion Project

June 20, 2019 – BLT Enterprises (BLT), a multi-faceted commercial real estate development and investment company, has purchased a 16,500 square-foot industrial building at 1601 Olympic Boulevard in Santa...

June 20, 2019 – BLT Enterprises (BLT), a multi-faceted commercial real estate development and investment company, has purchased a 16,500 square-foot industrial building at 1601 Olympic Boulevard in Santa Monica, California. BLT is planning to convert the building into a creative-office property.

1601 Olympic Boulevard is situated on approximately 26,000 square feet of land in the Santa Monica submarket of Los Angeles, within walking distance of the expo line, Santa Monica City College, and numerous well-known media and entertainment companies. The property's size lends itself to an innovative conversion for creative users in the Santa Monica market, according to Bernard Huberman, Founder and President of BLT Enterprises.

> "THIS ACQUISITION, WHICH HAPPENS TO BE LOCATED ACROSS THE STREET FROM OUR COMPANY'S HEADQUARTERS, ALIGNS WITH OUR FIRM'S STRATEGY OF PURCHASING WELL-LOCATED BUT UNDERUTILIZED ASSETS AND REDEVELOPING OR CONVERTING THEM INTO MODERN PROPERTIES THAT BETTER SERVE THE BUSINESS COMMUNITY," SAYS HUBERMAN. "CREATIVE-OFFICE TENANTS ARE SEEKING SPACE IN THE THRIVING SANTA MONICA MARKET THAT OFFER AMENITIES TO HELP THEM ATTRACT AND RETAIN THE BEST TALENT, AND WE ARE EXPERTS IN PROVIDING THIS SPACE."

Demand for creative office space continues to be high in West Los Angeles, with the presence of technology giants including Google, Amazon, Facebook and Apple. These heavy hitters attract workers who demand workspaces that consistently evolve to accommodate their changing needs. According to Huberman, flexibility and creative thinking are key elements to BLT's approach. "Staying ahead of trends and anticipating the needs of current and future tenants ensures that these assets deliver exceptional long-term value to all parties," he says.

BLT has experience with a variety of out-of-the-box acquisitions and conversions in the Greater L.A. market. The firm recently acquired a four-stage studio lot in the core of the Hollywood Media District, according to Huberman. The studio lot has been rebranded as BLT Studios and continues to serve production clients throughout the area.

Earlier this year, BLT completed the transformation of a former manufacturing facility in West Los Angeles into a 27,000-square-foot, state-of-the-art creative office space through which the company introduced a new concept in design: neighborhoods within the building that balance open collaborative space with private offices in a format that is customized to meet the organizational needs of each tenant.

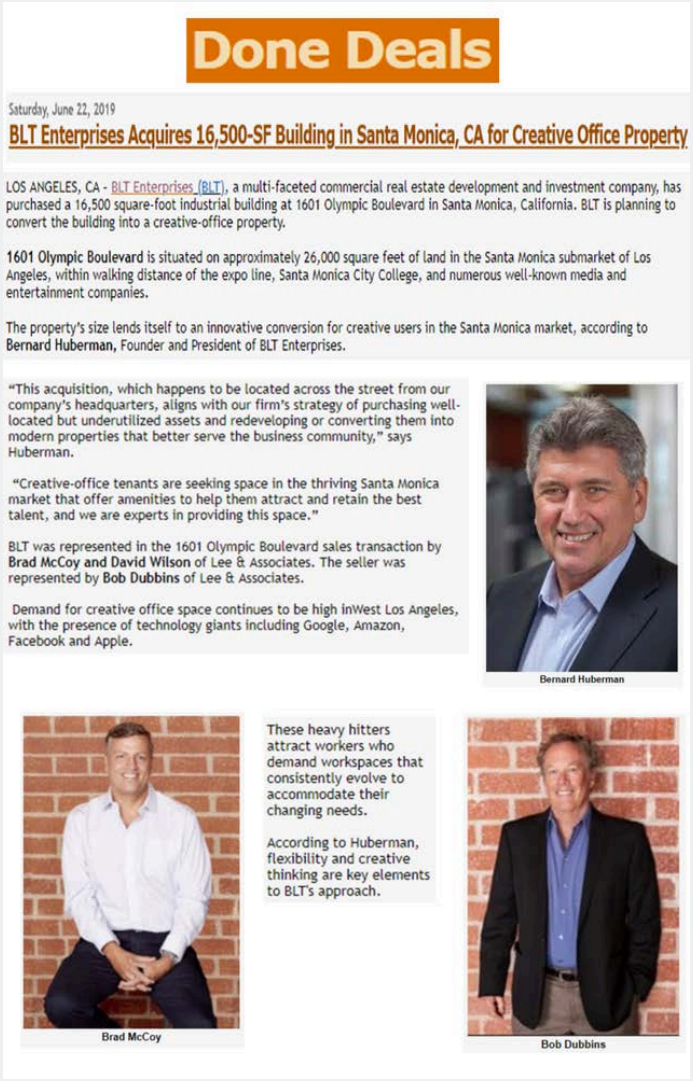
BLT was represented in the 1601 Olympic Boulevard sales transaction by Brad McCoy and David Wilson of Lee & Associates. The seller was represented by Bob Dubbins of Lee & Associates.

June 21, 2019 ONLINE

Blau Journal (61-151)

blaujournal.com/blt-enterprises-acquires-...

alex-donedeals.blogspot.com



Done Deals

Saturday, June 22, 2019

BLT Enterprises Acquires 16,500-SF Building in Santa Monica, CA for Creative Office Property

LOS ANGELES, CA - BLT Enterprises (BLT), a multi-faceted commercial real estate development and investment company, has purchased a 16,500 square-foot industrial building at 1601 Olympic Boulevard in Santa Monica, California. BLT is planning to convert the building into a creative-office property.

1601 Olympic Boulevard is situated on approximately 26,000 square feet of land in the Santa Monica submarket of Los Angeles, within walking distance of the expo line, Santa Monica City College, and numerous well-known media and entertainment companies.

The property's size lends itself to an innovative conversion for creative users in the Santa Monica market, according to **Bernard Huberman,** Founder and President of BLT Enterprises.

"This acquisition, which happens to be located across the street from our company's headquarters, aligns with our firm's strategy of purchasing well-located but underutilized assets and redeveloping or converting them into modern properties that better serve the business community," says Huberman.

"Creative-office tenants are seeking space in the thriving Santa Monica market that offer amenities to help them attract and retain the best talent, and we are experts in providing this space."

BLT was represented in the 1601 Olympic Boulevard sales transaction by **Brad McCoy and David Wilson** of Lee & Associates. The seller was represented by **Bob Dubbins** of Lee & Associates.

Demand for creative office space continues to be high inWest Los Angeles, with the presence of technology giants including Google, Amazon, Facebook and Apple.

Bernard Huberman

Brad McCoy

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Bob Dubbins

June 22, 2019 ONLINE

Done Deals Blog (61-151)

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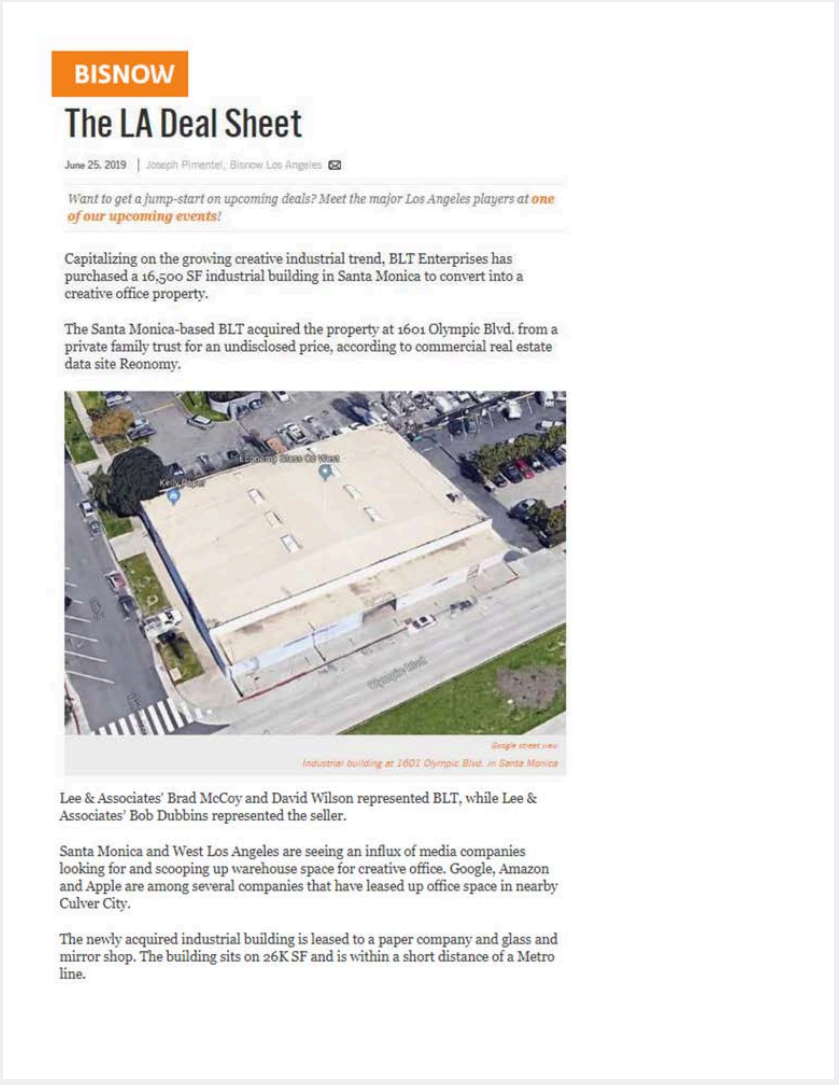

BISNOW

The LA Deal Sheet

June 25, 2019 | Joseph Pimentel, Bisnow Los Angeles

Want to get a jump-start on upcoming deals? Meet the major Los Angeles players at one of our upcoming events!

Capitalizing on the growing creative industrial trend, BLT Enterprises has purchased a 16,500 SF industrial building in Santa Monica to convert into a creative office property.

The Santa Monica-based BLT acquired the property at 1601 Olympic Blvd. from a private family trust for an undisclosed price, according to commercial real estate data site Reonomy.

Google street view

Industrial building at 1601 Olympic Blvd. in Santa Monica

Lee & Associates' Brad McCoy and David Wilson represented BLT, while Lee & Associates' Bob Dubbins represented the seller.

Santa Monica and West Los Angeles are seeing an influx of media companies looking for and scooping up warehouse space for creative office. Google, Amazon and Apple are among several companies that have leased up office space in nearby Culver City.

The newly acquired industrial building is leased to a paper company and glass and mirror shop. The building sits on 26K SF and is within a short distance of a Metro line.

June 24, 2019 ONLINE

Bisnow (61-151)

bisnow.com/los-angeles/news/deal-sheet...

GlobeSt.com

Industry Trends: Industrial's New Door for Deals

Fundamentals may be reconfiguring for the industrial asset class but the universe of buyers for these assets remain as enthusiastic as ever.

BLT Enterprises owns a 221,660-square-foot property in Vista, CA, which sports sculptured concrete and reflective glass, a stylish canopy entry and a stunning two-story glass-clad lobby. The company is planning to reposition it but into what? Without a doubt the building is corporate headquarters quality—which in this market makes it a perfect candidate for a conversion into a modern distribution facility or possibly a mixed-use retail project. Indeed, its key selling points include flexible zoning to accommodate a variety of industrial and R&D uses and an unpaved 3.7-acre parcel that can be used to increase parking spaces. "This is what today's industrial users want," says Bernard Huberman, founder and president of BLT Enterprises.

July 01, 2019 ONLINE

GlobeSt (61-138)

globest.com/2019/07/01/industry-trends-i...

editions.mydigitalpublication.com

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www.REBusinessOnline.com July 2019 • Volume 16, Issue 11 LA FLEXES ITS CREATIVE MUSCLE WHEN IT COMES TO ADAPTIVE REUSE, RENOVATIONS The demand for creative office space shows no sign of letting up, which is why landlords throughout Los Angeles are investing heavily to give tenants what they want — and need — in a supply constrained market. By Nellie Day C reative office is quietly mov -ing from a trend designed to lure tech, media, coworking and other, well, creative companies to the new gold standard in today's workspaces. At least this is the case in creative-heavy cities like Los Angeles. "The LA office market is still crav -ing creative space," says Tim Lee, principal at Olive Hill Group, which is headquartered in Culver City. "LA will continue to thrive and change ac-cording to tenant demands, and cre-ative office will become even more innovative and intuitive in delivering what tenants desire. For that reason, our firm is bullish on creative office. Its appeal reaches beyond creative industries to the point where there is almost no office tenant category that doesn't seek modern, amenitized space to some degree." Downtown Los Angeles just logged its seventh consecutive quarter of positive absorption thanks, in part, to some of these creative companies. Warner Music Group and Spotify see LA, page 29 A four-story, fully leased creative office building at 5161 Lankershim Blvd. sold to NYREI for $103 million in June. The building's tenants include WeWork, Bento Box Entertainment, Aspect Ratio and Endemol Shine Group. HOW TO BECOME A CUSTOMER'S 'THIRD PLACE' Shopping centers have to become brands to stay relevant. By Richard Rizika T Flexibility, personalization and customization, along with small showrooms, impart a successful, tailor-made retail experience in today's retail environment. This is exactly what Nordstrom did with its Nordstrom Local concept in Los Angeles. he advent of online shopping, on-de-mand delivery and the ability to have pretty much whatever you want, when-ever you want it has created some challenges for today's retailers. It's clear that retailers nowadays can't just exist — they have to evolve. Formulaic retail remained a name stay ne-cessity for more than a century. Consumers had to go to a shopping center. Now, they have to be compelled to go to a shopping center. Owners and brands must draw on an emotional connection that speaks to the consumer's values and lifestyle. Success-ful examples of this include free run clubs and running groups hosted by brands like Outdoor Voices and Lululemon, or camping workshops that REI holds in its stores. A conventional retail landlord might la-ment that there aren't enough retailers. It may be wiser, however, to turn this evalua-tion inward and reflect upon your own suc -cesses and pitfalls. What are you doing to make your property more relevant? What is unique about your center that would attract on-brand retailers? How are you building community? The reimagined role of retail real estate is about creating a sense of place. It's what former Starbucks Chairman and CEO How-ard Schultz called the "Third Place." This term refers to an individual's familiar, go-to place (after their home and workplace) that's enjoyable, inspiring, and worth sharing with friends and family. This is where retail evolves into a brand experience. see SHOPPING CENTERS, page 30 INSIDE THIS ISSUE The Top Four Trends in K-12 Facility Construction page 22 Phoenix Sets a Trend for Retail-To-Office Conversions page 21 Lenders Resource Directory page 24 Discipline Tempers Debt Market Flush With Capital page 26

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LA FLEXES ITS CREATIVE MUSCLE WHEN IT COMES TO ADAPTIVE REUSE, RENOVATIONS

The demand for creative office space shows no sign of letting up, which is why landlords throughout Los Angeles are investing heavily to give tenants what they want — and need — in a supply constrained market.

By Nellie Day

Creative office is quietly moving from a trend designed to lure tech, media, coworking and other, well, creative companies to the new gold standard in today's workspaces. At least this is the case in creative-heavy cities like Los Angeles.

"The LA office market is still craving creative space," says Tim Lee, principal at Olive Hill Group, which is headquartered in Culver City. "LA will continue to thrive and change according to tenant demands, and creative office will become even more innovative and intuitive in delivering what tenants desire. For that reason, our firm is bullish on creative office. Its appeal reaches beyond creative industries to the point where there is almost no office tenant category that doesn't seek modern, amenitized space to some degree."

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see LA, page 29

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HOW TO BECOME A CUSTOMER'S 'THIRD PLACE'

Shopping centers have to become brands to stay relevant.

By Richard Rizika

Flexibility, personalization and customization, along with small showrooms, impart a successful, tailor-made retail experience in today's retail environment. This is exactly what Nordstrom did with its Nordstrom Local concept in Los Angeles.

The advent of online shopping, on-demand delivery and the ability to have pretty much whatever you want, whenever you want it has created some challenges for today's retailers. It's clear that retailers nowadays can't just exist — they have to evolve.

Formulaic retail remained a name stay necessity for more than a century. Consumers had to go to a shopping center. Now, they have to be compelled to go to a shopping center. Owners and brands must draw on an emotional connection that speaks to the consumer's values and lifestyle. Successful examples of this include free run clubs and running groups hosted by brands like Outdoor Voices and Lululemon, or camping workshops that REI holds in its stores.

A conventional retail landlord might lament that there aren't enough retailers. It may be wiser, however, to turn this evaluation inward and reflect upon your own successes and pitfalls. What are you doing to make your property more relevant? What is unique about your center that would attract on-brand retailers? How are you building community?

The reimagined role of retail real estate is about creating a sense of place. It's what former Starbucks Chairman and CEO Howard Schultz called the "Third Place." This term refers to an individual's familiar, go-to place (after their home and workplace) that's enjoyable, inspiring, and worth sharing with friends and family. This is where retail evolves into a brand experience.

see SHOPPING CENTERS, page 30

July 01, 2019

Western Real Estate Business (61-145)

LA FLEXES ITS CREATIVE MUSCLE

LA from page 1

leased creative space in the Arts District, while coworking companies WeWork and NeueHouse just announced new locations here. This activity caused the area's vacancy rate to drop below 17 percent, 110 basis points below the five-year historical average of 19 percent, according to Colliers' Greater Los Angeles office report for the first quarter of 2019. The region recorded 484,900 square feet of leasing activity last quarter, with coworking companies accounting for nearly 42 percent of all this activity.

"Coworking companies are really making their mark here in buildings of all sizes, and the services they offer will continue to expand," says Bernard Huberman, founder and president of BLT Enterprises in Santa Monica. "In fact, landlords in general are focusing on improved tenant services as a much-desired amenity, and we see this focus continuing to intensify."

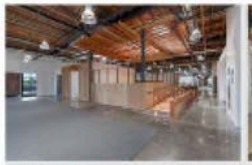
This may be a solid strategy for landlords, as Colliers doesn't see this demand, or competition for the top tenants, letting up any time soon.

"Asking rents in the Central Business District have continued growing by 6.2 percent year over year," the report notes. "Higher rents in both creative office space and the upward pressure those have, in turn, exerted on traditional CBD landlords have kept rates high in the market."

Reinvesting In Renovation

Some traditional office owners are cashing out and exiting the market, while others are jumping on the creative bandwagon, investing in renovations and repositionings. Such was the case for Olive Hill Group. The company purchased the Class A office campus Courtyard at Corporate Pointe in Culver City for $65.6 million in May 2016. It obtained $41 million in fixed rate refinancing in July 2017 to undertake a major redevelopment and rebranding.

Amenities at Courtyard at Corporate Pointe in Culver City include a complimentary rental bike program, a life-size chess game (pictured), hammocks, a water feature, a large trellis-covered area with tables and a new take-a-book/leave-a-book outdoor library.



BLT Enterprises transformed a space at 2231 Barrington Ave. in West LA for digital marketing company Hawke Media. The redevelopment includes the addition of a large, elevated platform in the center of the open office space for entertainment and collaboration, as well as several private offices, phone and break rooms.

Lee

"Our investment thesis is to add value to our creative office developments to ensure long-term value upside," Lee says. "By repositioning this property into a creative office campus with on-site amenities that foster creativity and collaboration, we plan to attract additional creative tenants, increase cash flow and net operating income, and ultimately drive long-term value for this asset."

The Courtyard is currently home to companies like Oracle, Omnia Media, Pearson, Shiseido, Paychex, Ipsos and Breather.

The renovation will include a heavy focus on amenities, such as upgraded seating areas throughout the courtyard, food truck loading zones, a bocce ball court and a new fitness facility, among others. Lee believes it is these little extras that can make a big difference to the employees' quality of life, which can ultimately impact ROI.

"The Courtyard bicycles that tenants can borrow during lunch, a life-size chess game, hammocks, a water feature, a large trellis-covered area with tables and a new take-a-book/leave-a-book outdoor library," he continues. "These are the type of amenities that help tenants such as WeWork, Oracle, Breather, and Omnia Media attract and retain talent, which is still a major focus."

The strategy seems to be working, as the Courtyard announced $21.4 million in new leasing activity this past February, causing the occupancy rate to rise from 72 percent to 95 percent.

"The recent addition of a national Fortune 100 computer technology company as an anchor tenant at our Culver City creative campus continues to solidify Silicon Beach's position as one of the fastest growing, most dynamic tech markets in Southern California," Lee adds. "Tech jobs are the largest occupational category driving growth in the U.S. office market with companies like Facebook, Google and Microsoft adding 84,600 technology-related jobs between 2016 and 2026. The impact of this growth is being felt nationwide, and is especially prevalent in Silicon Beach, driving many other companies to expand and relocate to this area to be closer to regional tech growth."

These renovation reinvestments can definitely pay off, especially in areas like Los Angeles that are exceptionally bullish on creative office. Beacon Capital Partners can attest to that. The firm purchased a 215,285-square-foot office property in North Hollywood's Los Angeles Media District for $69 million in 2017. A full renovation that included common areas, tenant spaces, private, open-air balconies, column-free open floor plates, a fitness center, entertainment lounge and outdoor recreation area, was completed in 2018. The four-story creative office building sold, fully leased, to New York Life Real Estate Investors (NYREI) for $103 million in June. The building's tenants include WeWork,Bento Box Entertainment, Aspect Ratio and Endemol Shine Group. The asset is located at 5161 Lankershim Blvd., one block from the local metro station.

"We are pleased to have had the opportunity to purchase this creative office property leased to quality tenants," says Cassie Mehlum, transaction officer at NYREI. "The walkable neighborhood amenities, including public transportation and housing, as well as essential indoor and outdoor amenities at the property, attracted us to this opportunity."

Investor appetite for properties in the Greater Hollywood area has been strong, driven in part by the continuous demand for space from tech and media tenants across West LA and Hollywood. The market's positive net absorption marked gains in 28 of the past 33 quarters for an aggregate of 1.5 million square feet, according to CBRE, which represented both parties in the transaction.

"The property's North Hollywood location was highly attractive to core capital from around the world and reflects investors' preference for stabilized, urban assets with live, work and play characteristics," says Todd Tydlaska, who worked on the deal alongside Sean Sullivan, Mike Longo, Val Achtemeier and Greg Grant of CBRE.

Creating Creative Opportunities

Office investors keen to reposition a property as a creative asset aren't only targeting fellow office owners. They're also looking for non-traditional spaces that may provide some employee inspiration.

Huberman

"We're seeing a lot of conversions from outdated office, industrial and retail space into high-quality workplaces that attract Millennials and seasoned professionals alike," Huberman says. "Without the available land in this market that's required to build ground-up office buildings, repurposed space is on the rise, and it makes good sense. Why not transform a tired, old building into something new and attractive that can be put to better use?"

BLT Enterprises is doing just that by repositioning a 4,680-square-foot former music studio near Century City in West Los Angeles. The reboot included state-of-the-art upgrades, such as exposed ceilings with new skylights, a new kitchen, custom steel doors and windows, and a refinished stucco and wood siding exterior. The office space was furnished with new restrooms, ADA-compliant parking, ramps and secured gates.

Huberman notes this submarket has a vacancy rate of 12.2 percent, providing a welcome opportunity for new creative product.

"Our mission in this rebuild was to offer potential tenants the feel of a brand new creative office construction," he says. "As vacancy shrinks in Santa Monica and West Los Angeles, the area just east of Interstate 405 is seeing an uptick in renovations and improved properties. Many office users that were seeking space on the west side are now moving slightly east to take advantage of more availability and newly improved product."

A similar story played out near the Crenshaw District, just west of Downtown. This is where Lion Real Estate Group and the Berman Group purchased a 53,000-square-foot industrial building that will be converted into creative office. Originally built in 1952, the property at 3339 Exposition

July 01, 2019

Real Estate Forum (61-140)

NICOLE MORSE
Hillmann Consulting LLC

Within a single year of joining Hillmann Consulting LLC, Nicole Morse was promoted to project manager and given the opportunity to lead her own division to oversee high-profile projects. As the western regional manager, she is responsible for all construction services projects and personnel in the western US as well as recruiting talent and curating an employee experience. In the last year, her cross-divisional strategy doubled income into the region within the first four months and increased the footprint of the division in two additional states, California and Nevada.

ALEXIS MICHAEL
Hines

Since joining Hines in 2007, Alexis Michael has worked on a broad range of transactions, including leading the disposition of assets in the Hines core fund and serving as a project manager on the development of 100 E. 53rd St.. She currently oversees the redevelopment and office leasing for the 12 Hudson Square properties totaling 6 million square feet. She is a founding member of OneHines, which is dedicated to increasing the number of women in senior positions at the firm.

LISA TAMAYO
BLT Enterprises

In her 27-year career, Lisa Tamayo has represented major corporations in more than 2 million square feet of building and interior construction projects, with an impressive client roster that includes Volkswagen, Warehouse Discount Center and Fremont Recycling & Transfer Station. As VP of development, Tamayo leads the firm's entitlement and development projects and oversees an external team of development professionals including contractors and architects. She also is the president of Bella Vista Owners Association, where she represents office property owners.

GENEVIEVE WEST
Howard Building Corp.

As the director of healthcare services at Howard Building Corp., Genevieve West has completed more than $150 million in real estate development projects in Orange County, CA. In 2018, she oversaw eight projects for Hoag Memorial Hospital Presbyterian. In her tenure with the firm, she has been integral in developing a strategic leasing plan of building standards and performance guidelines. She also works with Women in Construction Operations and the Heart of the City 5K committee.

Financial Executives

ANGELA AMAN
Brixmor

At only 39 years old, Angela Aman has become one of the youngest CFOs at Brixmor. She oversees capital markets and investor relations, works to deliver sustainable growth in cash flow and plays a key role in the firm's investment strategy. Under her leadership, the company's capital markets platform has issued $2.4 billion of senior notes and oversaw the amendment of Brixmor's $2.7 billion credit facility at more attractive pricing with an extended maturity.

LINDA D. BOOKER
Core5 Industrial Partners

Linda D. Booker co-founded Core5 Industrial Partners in 2015 as an affiliate of Kajima USA, and now serves as the EVP and CFO, overseeing the firm's assets and financial operations. In her tenure with the firm, Kajima USA has increased its equity commitment from $35 million to $200 million and secured $60 million in debt. As a result, the firm will develop 10 million square feet in industrial assets this year.

KRISTEN CROXTON
Capital One Multifamily Finance

Focused on agency financing, Kristen Croxton has closed more than $10 billion in financing over the course of her career. In 2018 alone, she closed $1.5 billion in deals across the country, originating deals through Fannie Mae, Freddie Mac and FHA programs, as well as through Capital One's balance sheet products. She currently serves as SVP at Capital One Multifamily Finance in the Newport Beach, CA office, which she has grown from two to 25 employees in less than six years.

RACHEL DILLER
Hunt Real Estate Capital

Rachel Diller has been a key player in the success of several prolific capital markets firms throughout her career. As a managing director at Goldman Sachs, she deployed capital to public-private partnerships totaling $1.5 billion; at Centerline Capital Group, she financed more than $1 billion of commercial real estate in 18 states; and she launched UrbanView Capital to target opportunities in US urban markets. Now, she is the senior managing director and head of private real estate equity strategies at Hunt Real Estate Capital.

blaujournal.com

August 05, 2019 ONLINE

Blau Journal (61-133)

blaujournal.com/blt-enterprises-complete...

BLAU JOURNAL
GLOBAL REAL ESTATE NEWS

BLT Enterprises Completes Renovation of 60,000 SF Industrial Building in Carlsbad, CA

August 5, 2019 – BLT Enterprises, a multi-faceted commercial real estate development and investment company, has completed renovations of a 60,000 square-foot industrial building in the North San Diego...

August 5, 2019 – **BLT Enterprises**, a multi-faceted commercial real estate development and investment company, has completed renovations of a 60,000 square-foot industrial building in the North San Diego submarket of Carlsbad, California. The firm acquired the building from El Cedro, LLC in early 2017 and El Cedro leased-back the entire property for three years as part of the transaction.

Improvements include a new roof, new skylights, new HVAC and additional perimeter windows to increase natural lighting as well as a new glass balcony and removal and replacement of lobby stairs. The renovations also include the removal of all interior offices, conference rooms, and warehouse space, effectively bringing the asset to a clean "warm shell" status. Exterior improvements include all-new drought-tolerant landscaping and a new outdoor employee patio with a bocce ball and horseshoe toss activity area, according to Bernard Huberman, Founder and President of BLT Enterprises.

> "WE PURCHASED THIS ASSET WITH THE INTENT TO IMPLEMENT SIGNIFICANT IMPROVEMENTS TO DRIVE TENANT DEMAND IN A TIGHT MARKET," SAYS HUBERMAN. HE ADDS THAT SAN DIEGO CONTINUES TO EXPERIENCE JOB GROWTH, ADDING MORE THAN 26,400 JOBS OVER THE LAST YEAR, INCLUDING MORE THAN 6,000 NEW JOBS IN THE MANUFACTURING SECTOR. HUBERMAN ALSO NOTES THAT INDUSTRIAL PROPERTIES THAT INCORPORATE STATE-OF-THE-ART DESIGN AND AMENITIES CONTINUE TO BE IN HIGH DEMAND IN SAN DIEGO'S CORE SUBMARKETS, INCLUDING CARLSBAD.

"These renovations take advantage of the demand for industrial product that can accommodate today's tenants who gravitate to live/work/play environments that foster collaboration and creativity," Huberman continues.

Located at 5940 Darwin Court, the property is housed within the premier Carlsbad Research Center adjacent to McClellan-Palomar Airport.

August 05, 2019

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Followers

August 05, 2019

Blau Journal Facebook (61-133)

Followers **206**

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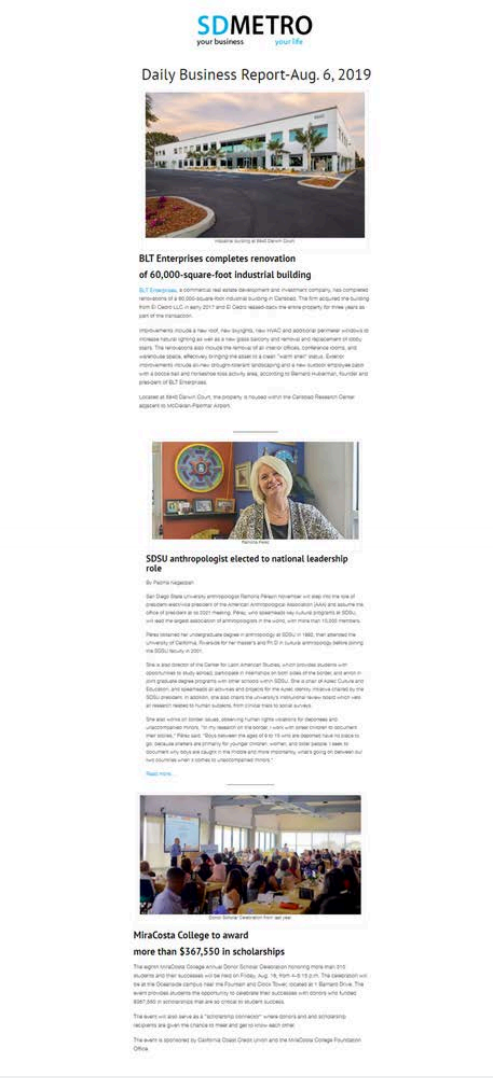

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Daily Business Report-Aug. 6, 2019

BLT Enterprises completes renovation of 60,000-square-foot industrial building

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August 06, 2019 ONLINE

San Diego Metro Magazine (61-133)

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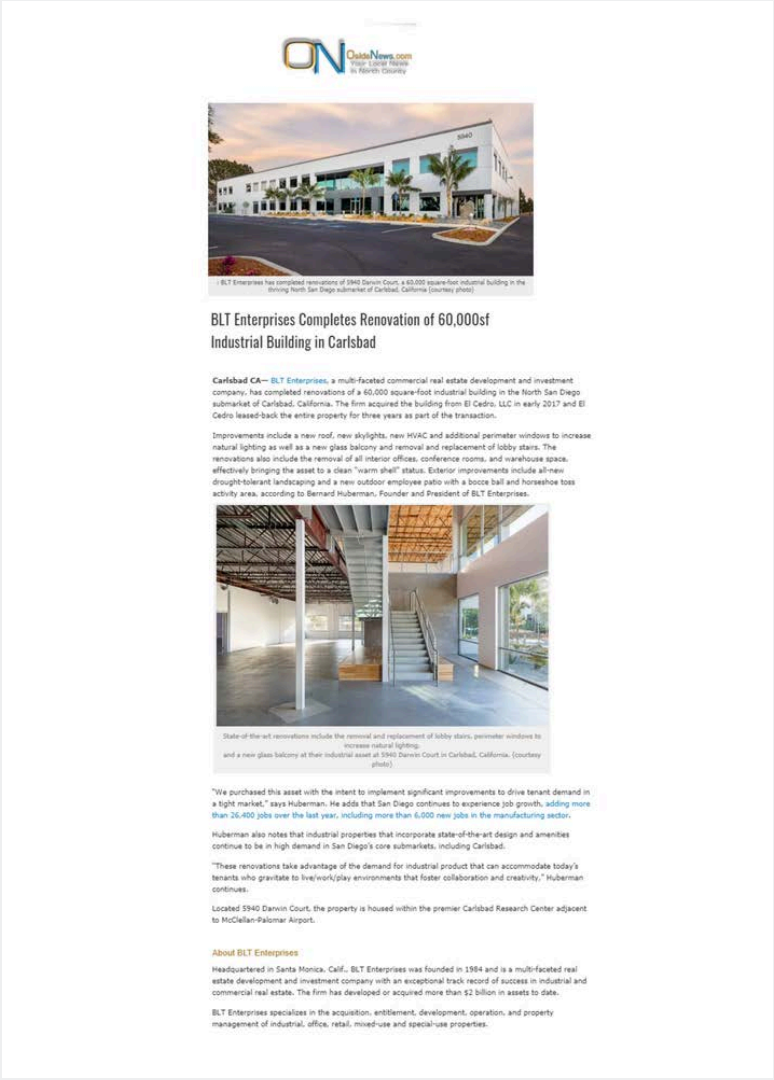

BLT Enterprises Completes Renovation of 60,000sf Industrial Building in Carlsbad

Carlsbad CA— BLT Enterprises, a multi-faceted commercial real estate development and investment company, has completed renovations of a 60,000 square-foot industrial building in the North San Diego submarket of Carlsbad, California. The firm acquired the building from El Cedro, LLC in early 2017 and El Cedro leased-back the entire property for three years as part of the transaction.

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State-of-the-art renovations include the removal and replacement of lobby stairs, perimeter windows to increase natural lighting, and a new glass balcony at their industrial asset at 5940 Darwin Court in Carlsbad, California. (courtesy photo)

"We purchased this asset with the intent to implement significant improvements to drive tenant demand in a tight market," says Huberman. He adds that San Diego continues to experience job growth, adding more than 26,400 jobs over the last year, including more than 6,000 new jobs in the manufacturing sector.

Huberman also notes that industrial properties that incorporate state-of-the-art design and amenities continue to be in high demand in San Diego's core submarkets, including Carlsbad.

"These renovations take advantage of the demand for industrial product that can accommodate today's tenants who gravitate to live/work/play environments that foster collaboration and creativity," Huberman continues.

Located 5940 Darwin Court, the property is housed within the premier Carlsbad Research Center adjacent to McClellan-Palomar Airport.

About BLT Enterprises

Headquartered in Santa Monica, Calif., BLT Enterprises was founded in 1984 and is a multi-faceted real estate development and investment company with an exceptional track record of success in industrial and commercial real estate. The firm has developed or acquired more than $2 billion in assets to date.

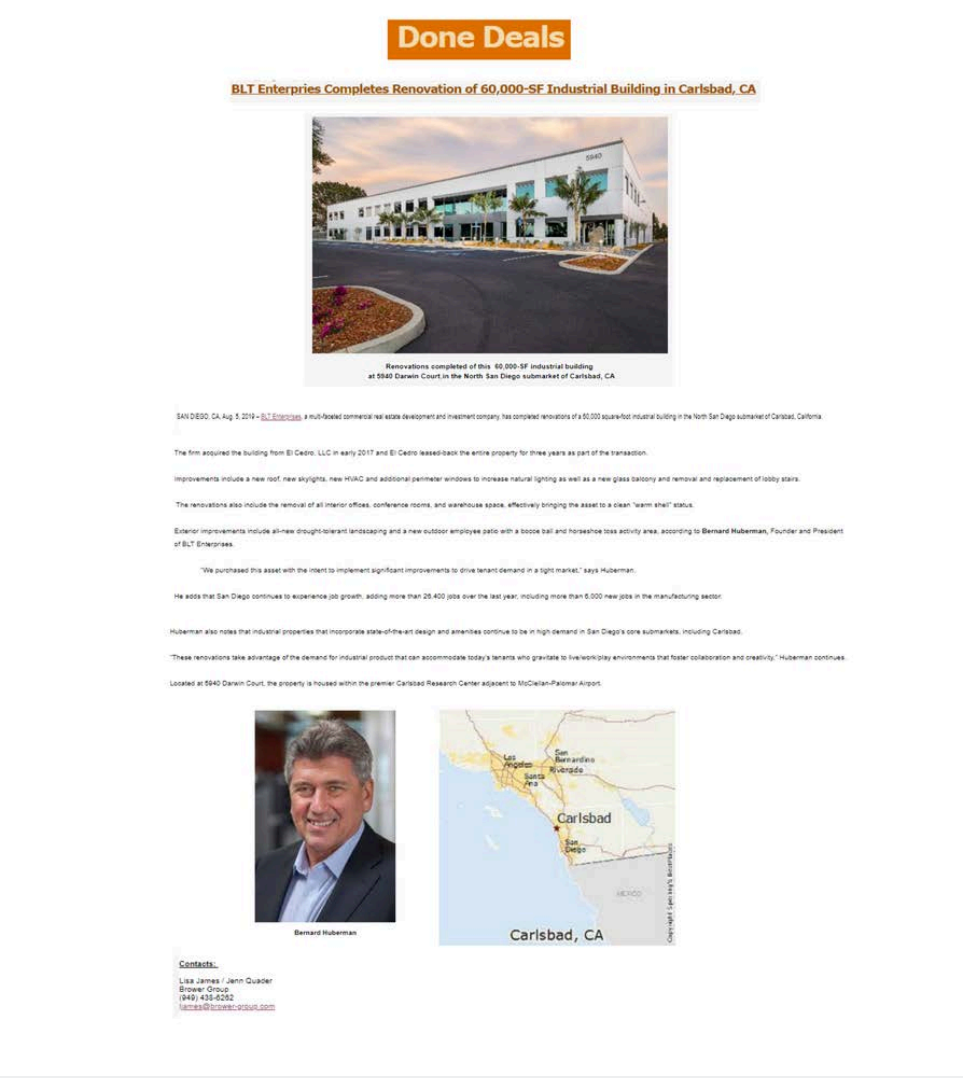
BLT Enterprises specializes in the acquisition, entitlement, development, operation, and property management of industrial, office, retail, mixed-use and special-use properties.

August 06, 2019 ONLINE

OsideNews (61-133)

osidenews.com/2019/08/06/blt-enterpris...

alex-donedeals.blogspot.com



Done Deals

BLT Enterprises Completes Renovation of 60,000-SF Industrial Building in Carlsbad, CA

Renovations completed of this 60,000-SF industrial building at 5940 Darwin Court,in the North San Diego submarket of Carlsbad, CA

SAN DIEGO, CA Aug. 5, 2019 – BLT Enterprises, a multi-faceted commercial real estate development and investment company, has completed renovations of a 60,000 square-foot industrial building in the North San Diego submarket of Carlsbad, California.

The firm acquired the building from El Cedro, LLC in early 2017 and El Cedro leased-back the entire property for three years as part of the transaction.

Improvements include a new roof, new skylights, new HVAC and additional perimeter windows to increase natural lighting as well as a new glass balcony and removal and replacement of lobby stairs.

The renovations also include the removal of all interior offices, conference rooms, and warehouse space, effectively bringing the asset to a clean "warm shell" status.

Exterior improvements include all-new drought-tolerant landscaping and a new outdoor employee patio with a bocce ball and horseshoe toss activity area, according to **Bernard Huberman**, Founder and President of BLT Enterprises.

"We purchased this asset with the intent to implement significant improvements to drive tenant demand in a tight market," says Huberman.

He adds that San Diego continues to experience job growth, adding more than 25,400 jobs over the last year, including more than 6,000 new jobs in the manufacturing sector.

Huberman also notes that industrial properties that incorporate state-of-the-art design and amenities continue to be in high demand in San Diego's core submarkets, including Carlsbad.

"These renovations take advantage of the demand for industrial product that can accommodate today's tenants who gravitate to live/work/play environments that foster collaboration and creativity," Huberman continues.

Located at 5940 Darwin Court, the property is housed within the premier Carlsbad Research Center adjacent to McClellan-Palomar Airport.

Bernard Huberman

Carlsbad, CA

Contacts:

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Brower Group
(949) 435-0292
ljames@brower-group.com

August 05, 2019 ONLINE

Done Deals Blog (61-133)

alex-donedeals.blogspot.com/2019/08/blt...

August 06, 2019

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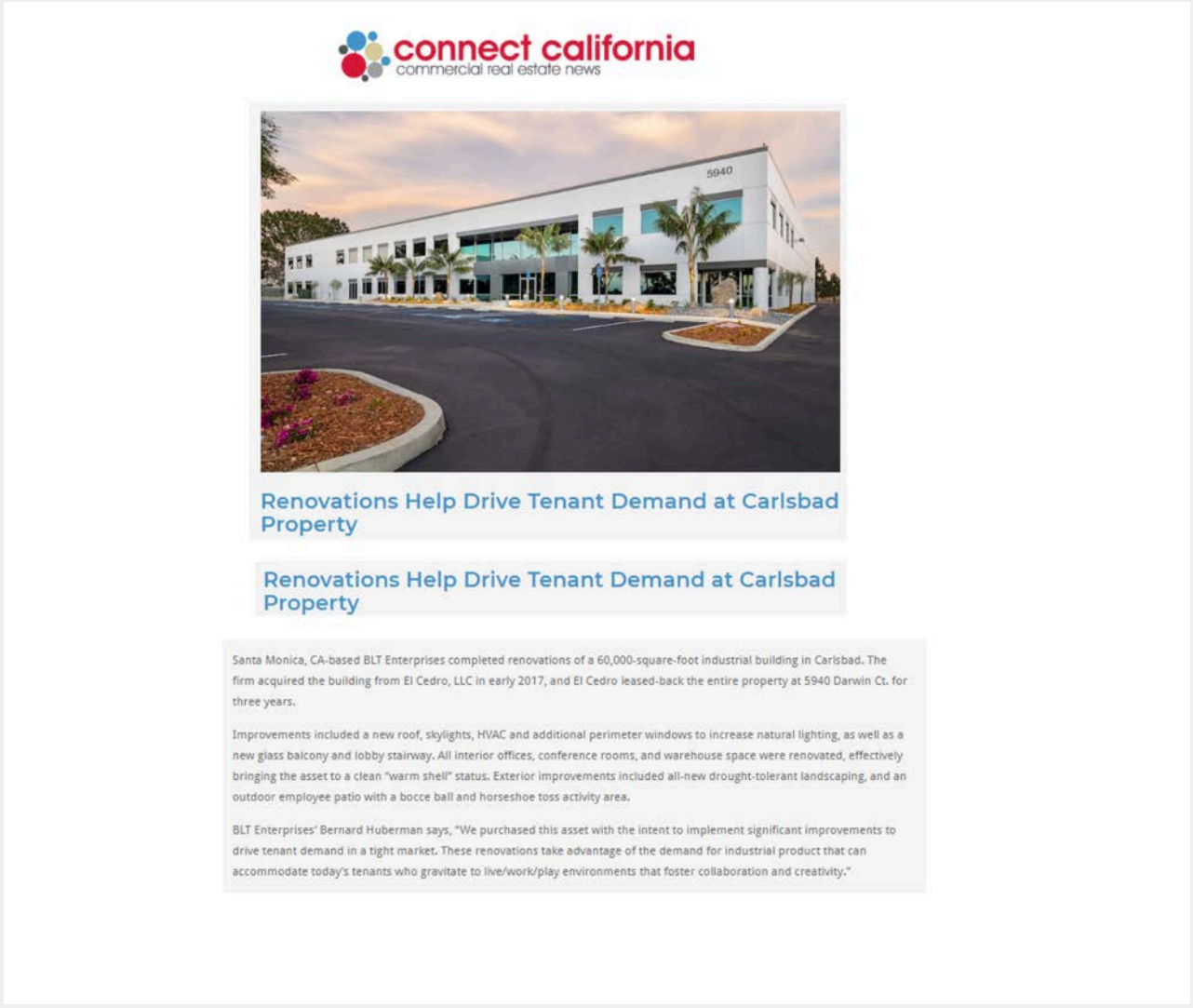

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Renovations Help Drive Tenant Demand at Carlsbad Property

Renovations Help Drive Tenant Demand at Carlsbad Property

Santa Monica, CA-based BLT Enterprises completed renovations of a 60,000-square-foot industrial building in Carlsbad. The firm acquired the building from El Cedro, LLC in early 2017, and El Cedro leased-back the entire property at 5940 Darwin Ct. for three years.

Improvements included a new roof, skylights, HVAC and additional perimeter windows to increase natural lighting, as well as a new glass balcony and lobby stairway. All interior offices, conference rooms, and warehouse space were renovated, effectively bringing the asset to a clean "warm shell" status. Exterior improvements included all-new drought-tolerant landscaping, and an outdoor employee patio with a bocce ball and horseshoe toss activity area.

BLT Enterprises' Bernard Huberman says, "We purchased this asset with the intent to implement significant improvements to drive tenant demand in a tight market. These renovations take advantage of the demand for industrial product that can accommodate today's tenants who gravitate to live/work/play environments that foster collaboration and creativity."

August 07, 2019 ONLINE

Connect Media (61-133)

connect.media/renovations-help-drive-te...

sdbj.com

August 08, 2019 ONLINE

San Diego Business Journal (61-133)

sdbj.com/news/2019/aug/08/carlsbad-ind...

SAN DIEGO BUSINESS JOURNAL
THE COMMUNITY OF BUSINESS

Carlsbad Industrial Building Renovated

5940 Darwin Court Photo courtesy of BLT Enterprises

BLT Enterprises headquartered in Santa Monica has completed more than $1 million in renovations to a Carlsbad industrial building.

The company acquired the 60,000 square-foot building in the Carlsbad Research Center at 5940 Darwin Court in 2017 for $9 million from El Cedro, LLC, which leased the property back for three years.

Improvements included a new roof, new skylights, new air conditioning and heating systems, addition perimeter windows to increase natural lighting, a new glass balcony.

Renovations also included removing interior offices and conference rooms.

Exterior improvements included drought-tolerant landscaping and a new outdoor patio with a bocce ball court and horseshoe toss area.

"These renovations take advantage of the demand for industrial product that can accommodate today's tenants who gravitate to live/work/play environments and foster collaboration and creativity," said Bernie Huberman, BLT founder and president.

"BLT's overall investment strategy is centered on long-term ownership," Huberman said. "We identify well-located properties that are poised for value creation and draw upon our proven strategies to improve or reposition properties to ensure they meet their highest and best use in their respective markets."

Real estate reporter Ray Huard may be reached at rhuard@sdbj.com or 858-277-8904.

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August 09, 2019

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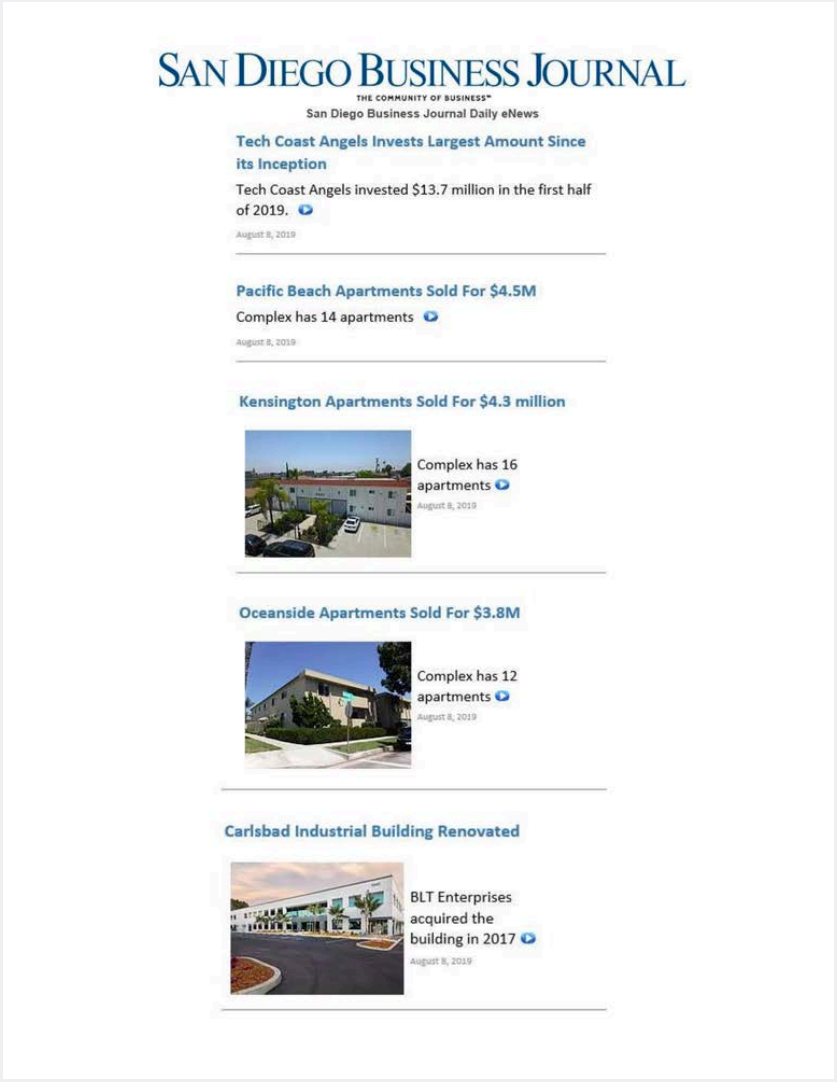

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Tech Coast Angels invested $13.7 million in the first half of 2019.

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Complex has 12 apartments

August 8, 2019

Carlsbad Industrial Building Renovated

BLT Enterprises acquired the building in 2017

August 8, 2019

August 09, 2019

San Diego Business Journal e-newsletter (61-133)

The Daily Transcript
Established 1882 www.sdtranscript.com

BLT Enterprises completes renovation of Carlsbad building

Photo courtesy of BLT Enterprises
BLT Enterprises cleared out the interior of the industrial building at 5940 Darwin Court.

Daily Transcript Staff Report

BLT Enterprises, a multi-faceted commercial real estate development and investment company, has completed renovations of a 60,000 square-foot industrial building in Carlsbad.

The building at 5940 Darwin Court was acquired by BLT Enterprises from El Cedro LLC in a sale/leaseback arrangement in early 2017.

Improvements include a new roof, skylights and HVAC system along with additional perimeter windows to increase natural lighting. The investment firm also added a new glass balcony and replaced the lobby stairs.

BLT said the renovations also included the removal of all interior offices, conference rooms, and warehouse space, effectively bringing the asset to a clean "warm shell" status.

Exterior improvements include drought-tolerant landscaping and a new outdoor employee patio with a bocce ball and horseshoe toss activity area, according to BLT Enterprises founder and president Bernard Huberman.

"We purchased this asset with the intent to implement significant improvements to drive tenant demand in a tight market," Huberman said in a statement.

Huberman noted that San Diego continues to experience job growth, adding more than 26,400 jobs in the last year, including more than 6,000 new jobs in the manufacturing sector.

Huberman said industrial properties incorporating state-of-the-art design and amenities continue to be in high demand in San Diego's core submarkets, including Carlsbad.

"These renovations take advantage of the demand for industrial product that can accommodate today's tenants who gravitate to live/work/play environments that foster collaboration and creativity," Huberman said.

The property is housed within the Carlsbad Research Center adjacent to McClellan-Palomar Airport.

Headquartered in Santa Monica and founded in 1984, BLT Enterprises is a multi-faceted real estate development and investment company that has developed or acquired more than $2 billion in assets to date.

The firm specializes in the acquisition, entitlement, development, operation, and property management of industrial, office, retail, mixed-use and special-use assets.

August 12, 2019 ONLINE

San Diego Daily Transcript (61-133)

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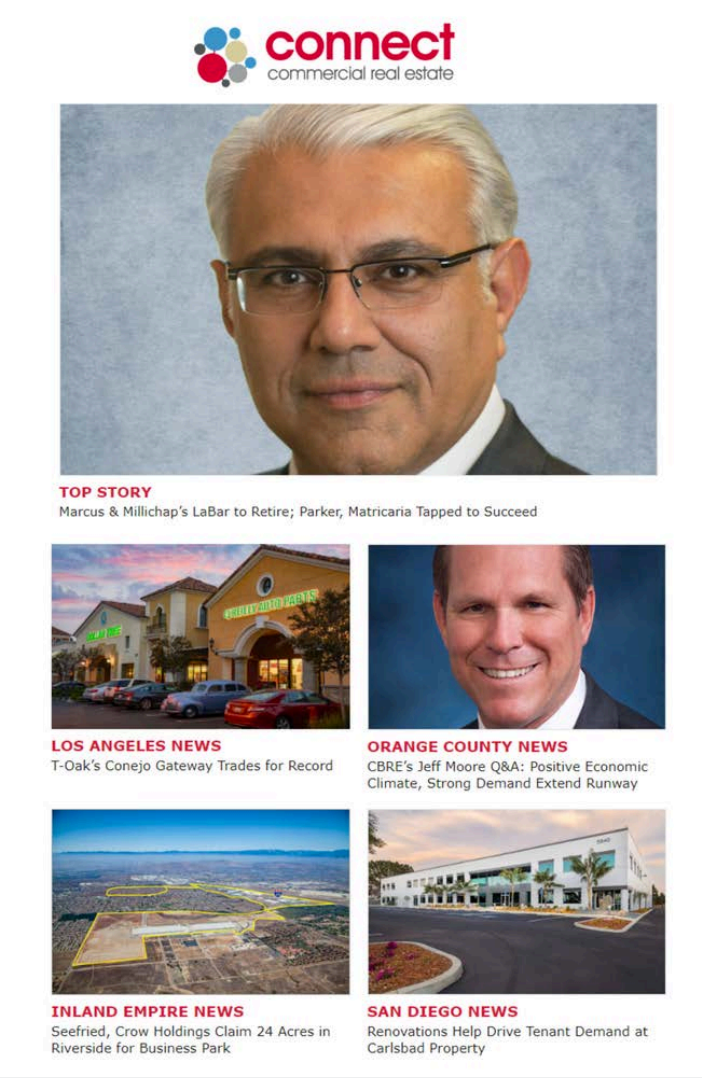

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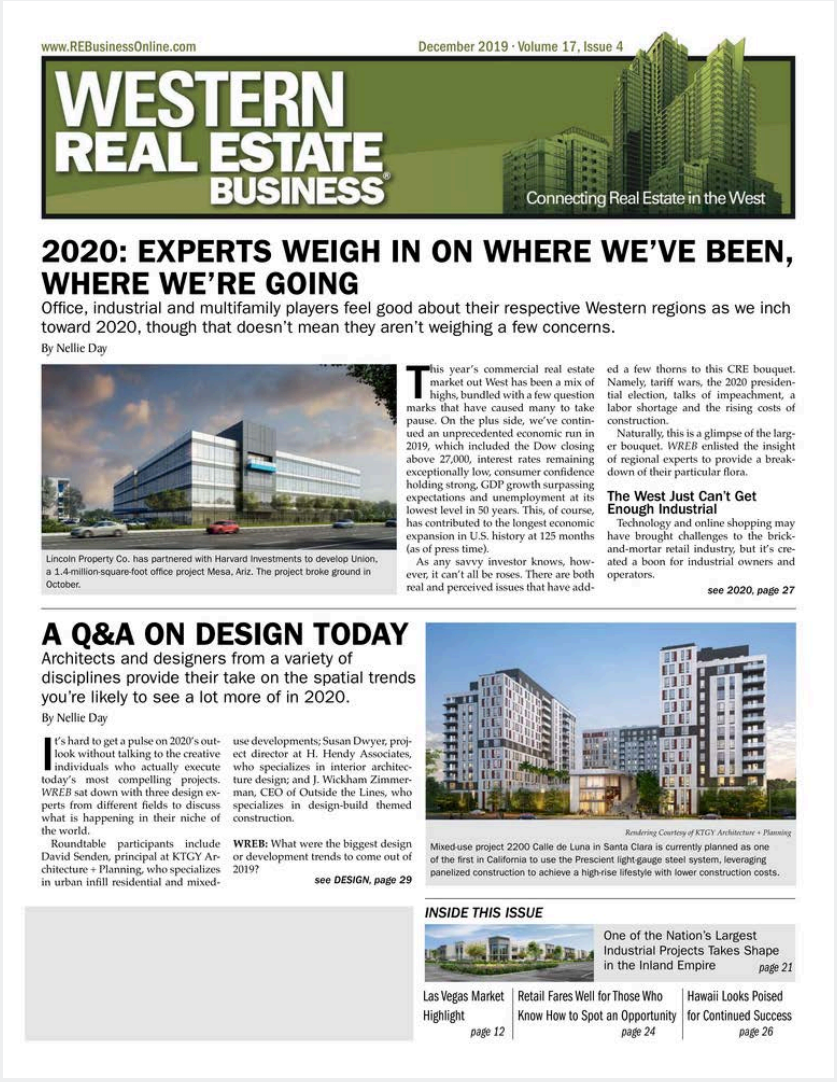

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WESTERN REAL ESTATE BUSINESS

Connecting Real Estate in the West

2020: EXPERTS WEIGH IN ON WHERE WE'VE BEEN, WHERE WE'RE GOING

Office, industrial and multifamily players feel good about their respective Western regions as we inch toward 2020, though that doesn't mean they aren't weighing a few concerns.

By Nellie Day

Lincoln Property Co. has partnered with Harvard Investments to develop Union, a 1.4-million-square-foot office project Mesa, Ariz. The project broke ground in October.

This year's commercial real estate market out West has been a mix of highs, bundled with a few question marks that have caused many to take pause. On the plus side, we've continued an unprecedented economic run in 2019, which included the Dow closing above 27,000, interest rates remaining exceptionally low, consumer confidence holding strong, GDP growth surpassing expectations and unemployment at its lowest level in 50 years. This, of course, has contributed to the longest economic expansion in U.S. history at 125 months (as of press time).

As any savvy investor knows, however, it can't all be roses. There are both real and perceived issues that have added a few thorns to this CRE bouquet. Namely, tariff wars, the 2020 presidential election, talks of impeachment, a labor shortage and the rising costs of construction.

Naturally, this is a glimpse of the larger bouquet. *WREB* enlisted the insight of regional experts to provide a breakdown of their particular flora.

The West Just Can't Get Enough Industrial

Technology and online shopping may have brought challenges to the brick-and-mortar retail industry, but it's created a boon for industrial owners and operators.

see 2020, page 27

A Q&A ON DESIGN TODAY

Architects and designers from a variety of disciplines provide their take on the spatial trends you're likely to see a lot more of in 2020.

By Nellie Day

It's hard to get a pulse on 2020's outlook without talking to the creative individuals who actually execute today's most compelling projects. *WREB* sat down with three design experts from different fields to discuss what is happening in their niche of the world.

Roundtable participants include David Senden, principal at KTGY Architecture + Planning, who specializes in urban infill residential and mixed-use developments; Susan Dwyer, project director at H. Hendy Associates, who specializes in interior architecture design; and J. Wickham Zimmerman, CEO of Outside the Lines, who specializes in design-build themed construction.

WREB: What were the biggest design or development trends to come out of 2019?

see DESIGN, page 29

Rendering Courtesy of KTGY Architecture + Planning

Mixed-use project 2200 Calle de Luna in Santa Clara is currently planned as one of the first in California to use the Prescient light-gauge steel system, leveraging panelized construction to achieve a high-rise lifestyle with lower construction costs.

INSIDE THIS ISSUE

One of the Nation's Largest Industrial Projects Takes Shape in the Inland Empire *page 21*

Las Vegas Market Highlight *page 12*

Retail Fares Well for Those Who Know How to Spot an Opportunity *page 24*

Hawaii Looks Poised for Continued Success *page 26*

December 09, 2019 ONLINE

Western Real Estate Business (61-160)

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www.REBusinessOnline.com December 2019 • Volume 17, Issue 4 2020: EXPERTS WEIGH IN ON WHERE WE'VE BEEN, WHERE WE'RE GOING Office, industrial and multifamily players feel good about their respective Western regions as we inch toward 2020, though that doesn't mean they aren't weighing a few concerns. By Nellie Day his year's commercial real estate market out West has been a mix of highs, bundled with a few question marks that have caused many to take pause. On the plus side, we've contin-ued an unprecedented economic run in 2019, which included the Dow closing above 27,000, interest rates remaining exceptionally low, consumer confidence holding strong, GDP growth surpassing expectations and unemployment at its lowest level in 50 years. This, of course, has contributed to the longest economic expansion in U.S. history at 125 months (as of press time). As any savvy investor knows, how-ever, it can't all be roses. There are both real and perceived issues that have add-T ed a few thorns to this CRE bouquet. Namely, tariff wars, the 2020 presiden -tial election, talks of impeachment, a labor shortage and the rising costs of construction. Naturally, this is a glimpse of the larg-er bouquet. WREB enlisted the insight of regional experts to provide a break-down of their particular flora. The West Just Can't Get Enough Industrial Technology and online shopping may have brought challenges to the brick-and-mortar retail industry, but it's cre-ated a boon for industrial owners and operators. see 2020, page 27 Lincoln Property Co. has partnered with Harvard Investments to develop Union, a 1.4-million-square-foot office project Mesa, Ariz. The project broke ground in October. A Q&A ON DESIGN TODAY Architects and designers from a variety of disciplines provide their take on the spatial trends you're likely to see a lot more of in 2020. By Nellie Day t's hard to get a pulse on 2020's out-look without talking to the creative individuals who actually execute today's most compelling projects. WREB sat down with three design ex-perts from different fields to discuss what is happening in their niche of the world. Roundtable participants include David Senden, principal at KTGY Ar-chitecture + Planning, who specializes in urban infill residential and mixed-I use developments; Susan Dwyer, proj-ect director at H. Hendy Associates, who specializes in interior architec-ture design; and J. Wickham Zimmer-man, CEO of Outside the Lines, who specializes in design-build themed construction. Rendering Courtesy of KTGY Architecture + Planning WREB: What were the biggest design or development trends to come out of 2019? see DESIGN, page 29 Mixed-use project 2200 Calle de Luna in Santa Clara is currently planned as one of the first in California to use the Prescient light-gauge steel system, leveraging panelized construction to achieve a high-rise lifestyle with lower construction costs. INSIDE THIS ISSUE One of the Nation's Largest Industrial Projects Takes Shape in the Inland Empire page 21 Las Vegas Market Retail Fares Well for Those Who Hawaii Looks Poised Highlight Know How to Spot an Opportunity for Continued Success page 12 page 24 page 26

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December 15, 2019 ONLINE

GlobeSt (61-164)

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GlobeSt.com

BLT Sells Los Angeles Entitled Development Site

The investor has obtained entitlements through the City of Los Angeles' Transit Oriented Communities ordinance for a six-story, 119-unit apartment building.

BLT Enterprises has sold a gas station and parking lot in Los Angeles. The investor had secured entitlements through the City of Los Angeles' Transit Oriented Communities ordinance for a six-story, 119-unit apartment building.

Wiseman Residential acquired the property in record time. The project is located at 11261 Santa Monica Boulevard in Los Angeles, California, and will feature a variety of floor plans and feature state-of-the-art amenities including a gym, outdoor patios and barbecues, ample open space, and community gathering areas.

Anthony Muhlstein and **Brian Bowis** of **Newmark Knight Frank** represented BLT Enterprises as the seller and Wiseman Residential represented themselves as the buyer in the transaction.

BLT Sells Los Angeles Entitled Development Site

The investor has obtained entitlements through the City of Los Angeles' Transit Oriented Communities ordinance for a six-story, 119-unit apartment building.

By **Kelsi Maree Borland** | December 16, 2019 at 04:00 AM

BLT Enterprises has sold a gas station and parking lot in Los Angeles. The investor had secured entitlements through the City of Los Angeles' Transit Oriented Communities ordinance for a six-story, 119-unit apartment building.

Wiseman Residential acquired the property in record time. The project is located at 11261 Santa Monica Boulevard in Los Angeles, California, and will feature a variety of floor plans and feature state-of-the-art amenities including a gym, outdoor patios and barbecues, ample open space, and community gathering areas.

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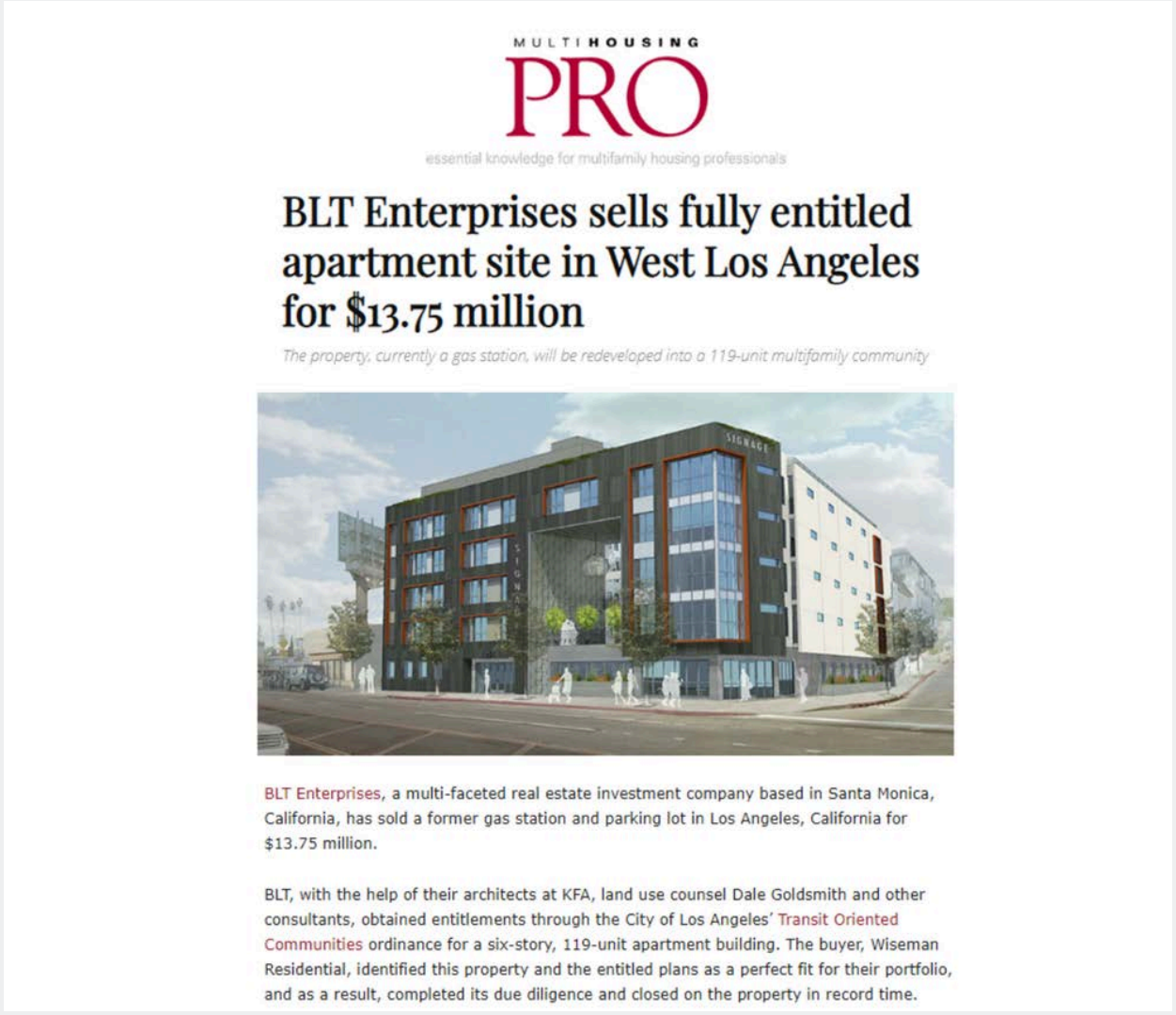

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BLT Enterprises sells fully entitled apartment site in West Los Angeles for $13.75 million

The property, currently a gas station, will be redeveloped into a 119-unit multifamily community

BLT Enterprises, a multi-faceted real estate investment company based in Santa Monica, California, has sold a former gas station and parking lot in Los Angeles, California for $13.75 million.

BLT, with the help of their architects at KFA, land use counsel Dale Goldsmith and other consultants, obtained entitlements through the City of Los Angeles' Transit Oriented Communities ordinance for a six-story, 119-unit apartment building. The buyer, Wiseman Residential, identified this property and the entitled plans as a perfect fit for their portfolio, and as a result, completed its due diligence and closed on the property in record time.

December 13, 2019 ONLINE

Multihousing Pro (61-164)

mhpmag.com/2019/12/blt-enterprises-sell...

Friday, December 13, 2019

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BLT Enterprises sells fully entitled apartment site in West Los Angeles for $13.75 million

The property, currently a gas station, will be redeveloped into a 119-unit multifamily community

By **News** - December 13, 2019

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BLT Enterprises, a multi-faceted real estate investment company based in Santa Monica, California, has sold a former gas station and parking lot in Los Angeles, California for $13.75 million.

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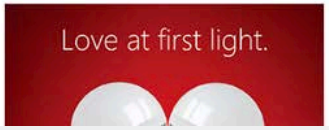
November 25, 2019



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BLT Enterprises Sells Apartment Development Site in Los Angeles for $13.7M

The development site at 11261 Santa Monica Blvd. in Los Angeles is fully entitled for a six-story, 119-unit multifamily property.

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BLT Enterprises Sells Apartment Development Site in Los Angeles for $13.7M

Posted on December 16, 2019 by Amy Works in Acquisitions, California, Development, Multifamily, Western

The development site at 11261 Santa Monica Blvd. in Los Angeles is fully entitled for a six-story, 119-unit multifamily property.

LOS ANGELES — Santa Monica-based BLT Enterprises has completed the sale of a former gas station and parking lot in Los Angeles. Wiseman Residential acquired the fully entitled property for $13.7 million.

BLT, in partnership with KFA architects, Dale Goldsmith as land-use counsel and other consultants, obtained entitlements through the City of Los Angeles'

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Located at 11261 Santa Monica Blvd., the property will feature 17 affordable housing units, a variety of floor plans, a gym, outdoor patios and barbecues, as well as open space and community gathering areas.

Anthony Muhlstein and Brian Bowis of Newmark Knight Frank represented BLT Enterprises, while Wiseman Residential was self-represented in the deal.

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Dec 10, 2019

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December 16, 2019 ONLINE

RENTV (61-164)

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A Commercial Real Estate News and Media Company

Wiseman Residential Pays $13.75 Mil for Entitled Multifamily Dev Site in West Los Angeles

Wiseman Residential paid $13.75 mil for a former gas station and parking lot property located at 11261 Santa Monica Blvd in Los Angeles. The property was sold by BLT Enterprises, who, with the help of their architects at KFA, land use counsel Dale Goldsmith and other consultants, had already obtained entitlements through the City of Los Angeles' Transit Oriented Communities ordinance for a six-story, 119-unit apartment building at the site.

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Wiseman Residential Pays $13.75 Mil for Entitled Multifamily Dev Site in West Los Angeles

12/16/19

Wiseman Residential paid $13.75 mil for a former gas station and parking lot property located at 11261 Santa Monica Blvd in Los Angeles. The property was sold by BLT Enterprises, who, with the help of their architects at KFA, land use counsel Dale Goldsmith and other consultants, had already obtained entitlements through the City of Los Angeles' Transit Oriented Communities ordinance for a six-story, 119-unit apartment building at the site.

BLT originally acquired the asset, ideally situated at the intersection of Santa Monica Blvd and the southbound off-ramp of the 405 Fwy and within walking distance of the thriving Sawtelle Japan corridor, in 2007 for $6.3 mil. In 2017, BLT began the process of entitling the property for redevelopment into a multifamily community through the City's Transit Oriented Communities ordinance. The entitlements were completed in 2019.

According to Bernard Huberman, Founder and President of BLT Enterprises, the planned apartment community will include a variety of floor plans and feature state-of-the-art amenities including a gym, outdoor patios and barbecues, ample open space, and community gathering areas.

As one of the first Transit Oriented Communities to be approved under the City of Los Angeles' JJJ ordinance, 17 of the planned 119 units will be dedicated to affordable housing. Specifically, BLT opted to include Very Low Income, the mid-tier of affordable units, in order to meet the need identified by the neighborhood, Huberman notes.

Anthony Muhlstein and Brian Bowis of Newmark Knight Frank represented BLT Enterprises, while Wiseman Residential represented themselves in the transaction.

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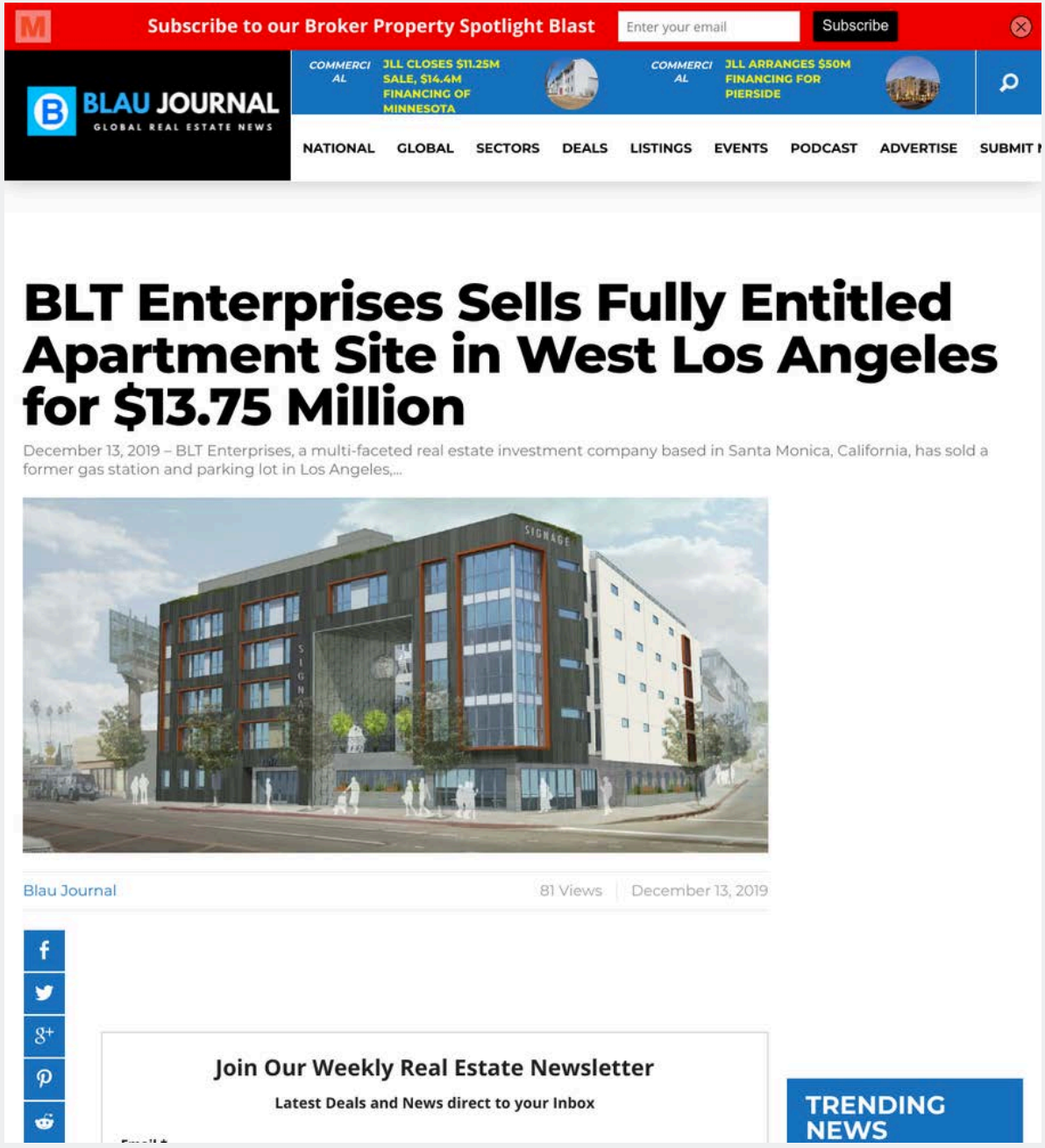
December 13, 2019 ONLINE

Blau Journal (61-164)

blaujournal.com/blt-enterprises-sells-fully-...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BLT Enterprises Sells Fully Entitled Apartment Site in West Los Angeles for $13.75 Million

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BLT, with the help of their architects at KFA, land use counsel Dale Goldsmith and other consultants, obtained entitlements through the City of Los Angeles' Transit Oriented Communities ordinance for a six-story, 119-unit apartment building. The buyer, Wiseman Residential, identified this property and the entitled plans as a perfect fit for their portfolio, and as a result, completed its due diligence and closed on the property in record time.

"In line with our ongoing strategy to identify the highest and best use for each of our properties, we recognized that this asset was best suited for multifamily redevelopment," says Bernard Huberman, Founder and President of BLT Enterprises. "Based on our expertise, we completed the entitlement process and decided to sell to a prominent multifamily developer, while reinvesting in properties that more closely reflect our core focus in creative office and industrial spaces." The sale to Wiseman was one of the smoothest transactions BLT has ever been involved in, according to Huberman.

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BLT originally acquired the asset, ideally situated at the intersection of Santa Monica Boulevard (State Route 2) and the southbound off-ramp of the 405 Freeway and within walking distance of the thriving Sawtelle Japan corridor, in 2007 for $6.3 million. In 2017, BLT began the process of entitling the property for redevelopment into a multifamily community through the City's Transit Oriented Communities ordinance. The entitlements were completed in 2019.

According to Huberman, the planned apartment community will include a variety of floor plans and feature state-of-the-art amenities including a gym, outdoor patios and barbecues, ample open space, and community gathering areas.

As one of the first Transit Oriented Communities to be approved under the City of Los Angeles' JJJ ordinance, 17 of the planned 119 units will be dedicated to affordable housing. Specifically, BLT opted to include Very Low Income, the mid-tier of affordable units, in order to meet the need identified by the neighborhood, Huberman notes.

"This asset is located at the gateway to West Los Angeles, a dynamic sub-market where multifamily-entitled properties are in high demand with developers," explains Huberman. "Entitling properties in this competitive market requires a significant investment of time and

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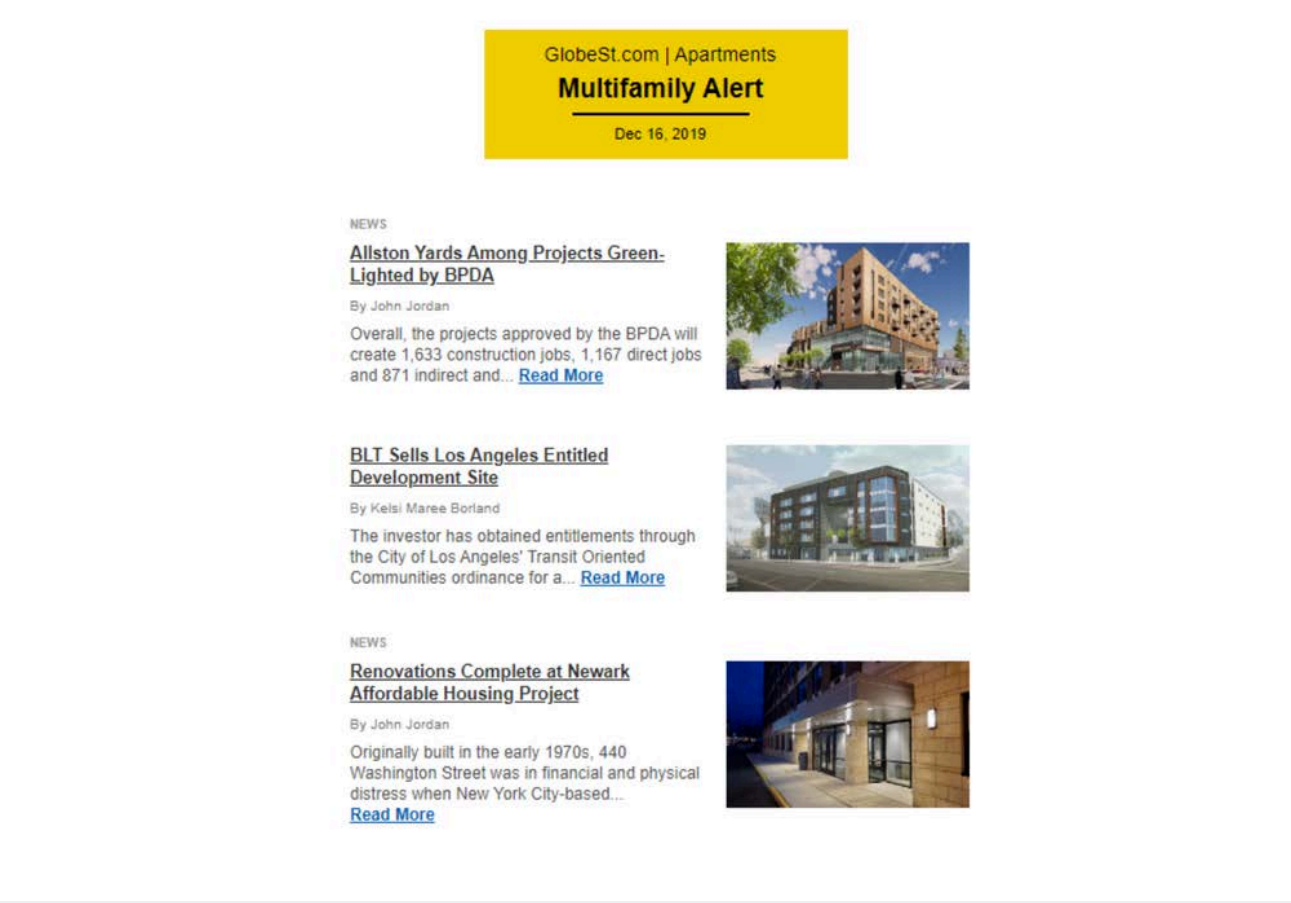

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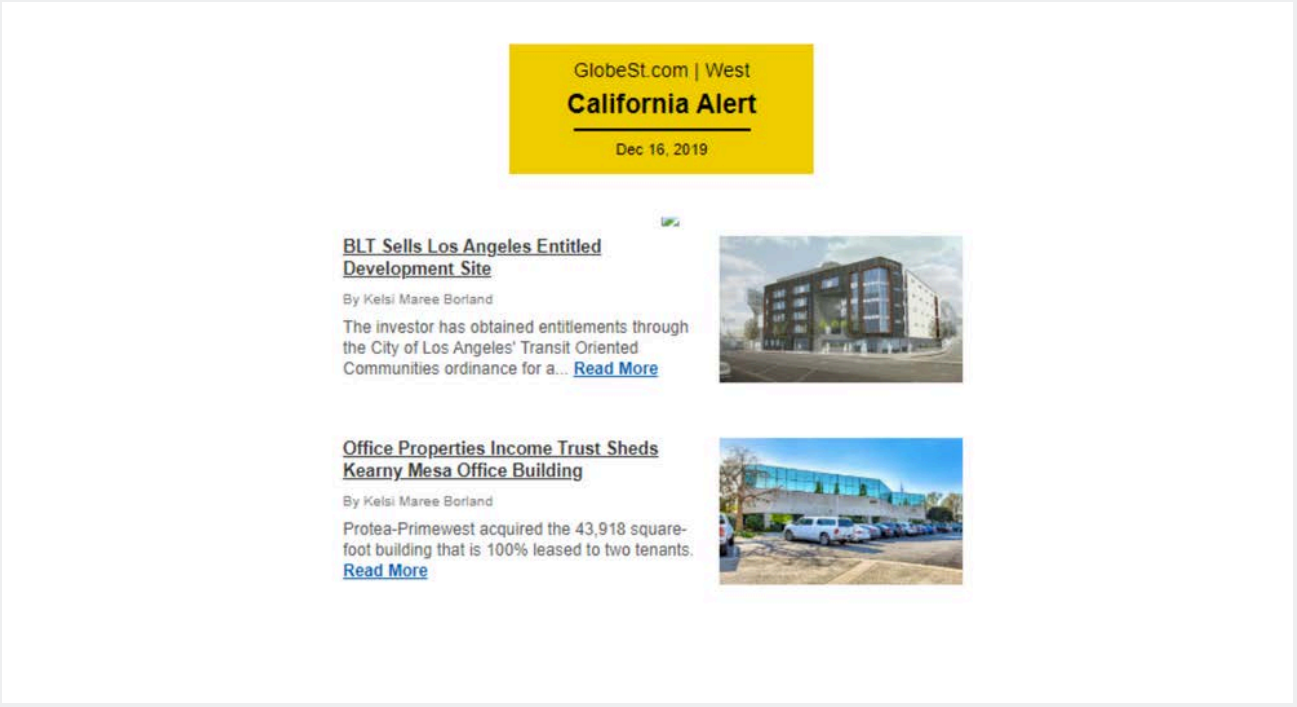

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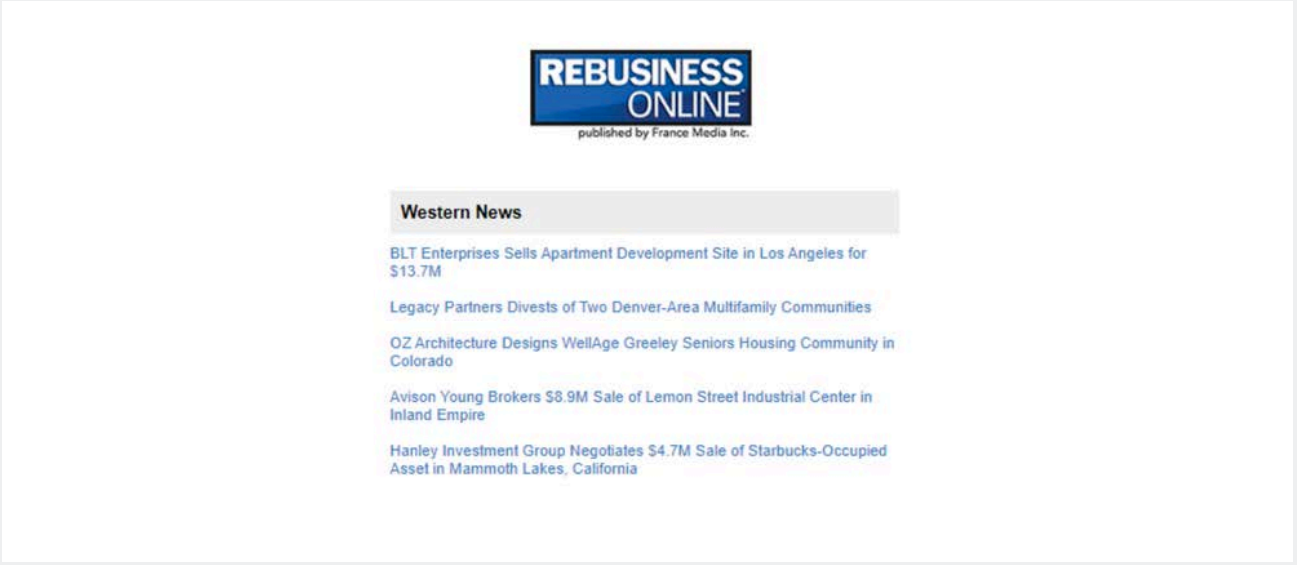

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BLT Enterprises Sells Apartment Development Site in Los Angeles for $13.7M

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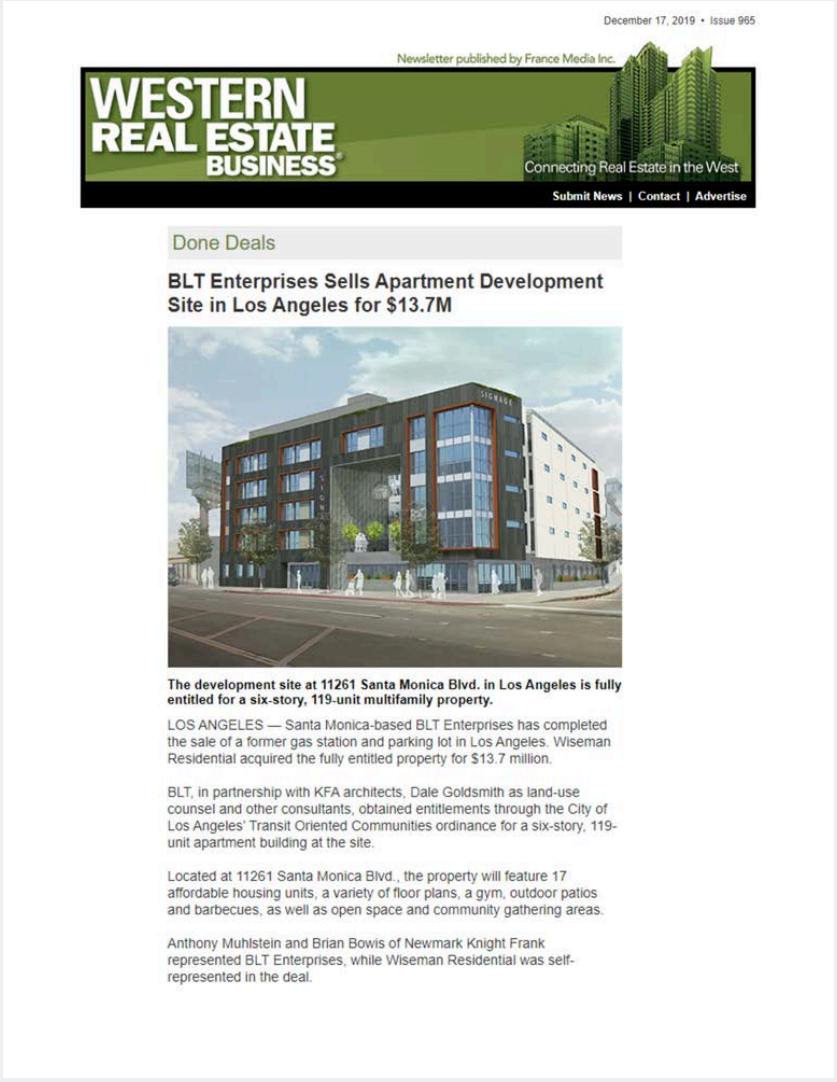

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Located at 11261 Santa Monica Blvd., the property will feature 17 affordable housing units, a variety of floor plans, a gym, outdoor patios and barbecues, as well as open space and community gathering areas.

Anthony Muhlstein and Brian Bowis of Newmark Knight Frank represented BLT Enterprises, while Wiseman Residential was self-represented in the deal.

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BLT Enterprises Sells Multifamily Project in West LA

The entitled project traded for nearly $14 million, and calls for 119 units

BLT ENTERPRISES SOLD THE FORMER GAS STATION AND PARKING LOT, WHICH WILL BE REDEVELOPED INTO A 119-UNIT MULTIFAMILY COMMUNITY INCLUDING 17 UNITS DESIGNATED FOR LOW-INCOME HOUSING. RENDERING: BLT ENTERPRISES

BLT Enterprises has sold an entitled conversion project that is set to become a new six-story, 119-unit multifamily project in West Los Angeles.

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BY GREG CORNFIELD DECEMBER 18, 2019 4:34 PM REPRINTS

BLT ENTERPRISES SOLD THE FORMER GAS STATION AND PARKING LOT, WHICH WILL BE REDEVELOPED INTO A 119-UNIT MULTIFAMILY COMMUNITY INCLUDING 17 UNITS DESIGNATED FOR LOW-INCOME HOUSING. RENDERING: BLT ENTERPRISES

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Wiseman Residential purchased the development at **11261 Santa Monica Boulevard** where a former gas station and parking lot currently stands for $13.75 million.

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The LA Deal Sheet

Courtesy of BLT Enterprises

Rendering of Wiseman Residential's 119-unit multifamily project at 11261 Santa Monica Blvd. in Los Angeles

Wiseman Residential has acquired a fully entitled land parcel in Los Angeles and plans to develop a six-story, 119-unit apartment building on the half-acre site.

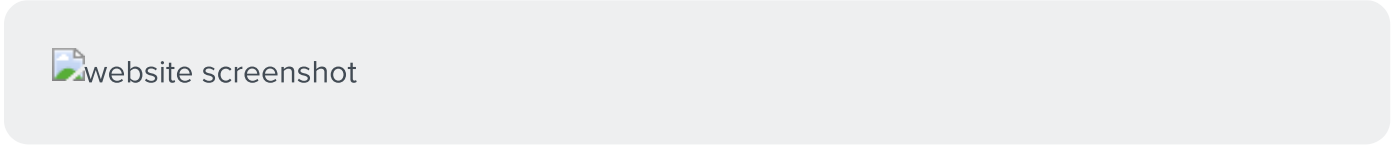
The property at 11261 Santa Monica Blvd. is a former gas station and parking lot.

Wiseman purchased the land from BLT Enterprises for $13.75M. Newmark Knight Frank's Anthony Muhlstein and Brian Bowis represented BLT Enterprises. Wiseman Residential represented itself.

Prior to selling the land, BLT, which bought the site in 2007 for $6.3M, obtained entitlements under Los Angeles' Transit Oriented Communities program.

The TOC allows developers who are developing multifamily projects within a half-mile of a major transit stop an opportunity to increase the building's density and floor-to-area ratio, if it also provides affordable housing in the project.

Of the 119 units, the planned apartment community will have 17 units dedicated to affordable housing, according to BLT officials in a news release.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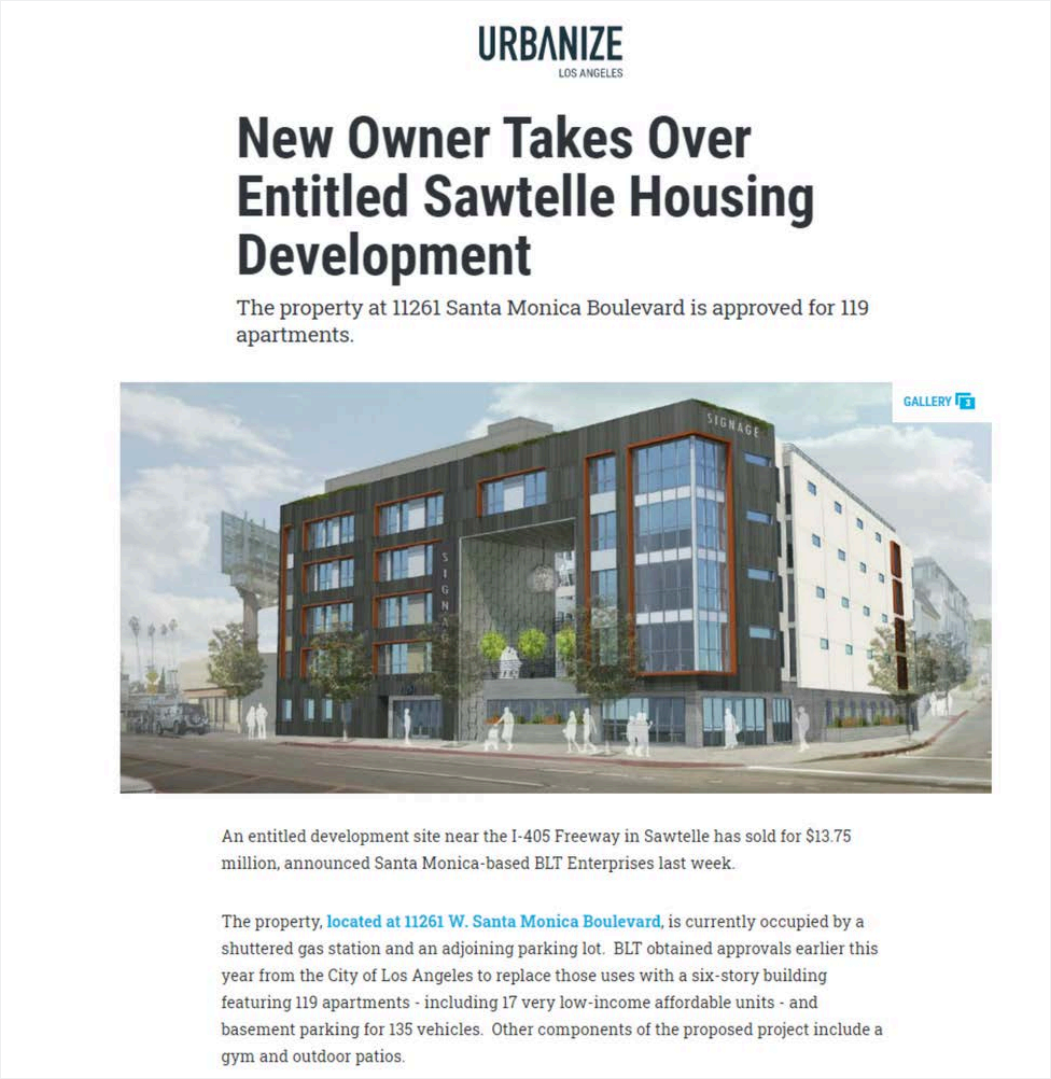

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New Owner Takes Over Entitled Sawtelle Housing Development

The property at 11261 Santa Monica Boulevard is approved for 119 apartments.

An entitled development site near the I-405 Freeway in Sawtelle has sold for $13.75 million, announced Santa Monica-based BLT Enterprises last week.

The property, **located at 11261 W. Santa Monica Boulevard**, is currently occupied by a shuttered gas station and an adjoining parking lot. BLT obtained approvals earlier this year from the City of Los Angeles to replace those uses with a six-story building featuring 119 apartments - including 17 very low-income affordable units - and basement parking for 135 vehicles. Other components of the proposed project include a gym and outdoor patios.

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The property at 11261 Santa Monica Boulevard is approved for 119 apartments.

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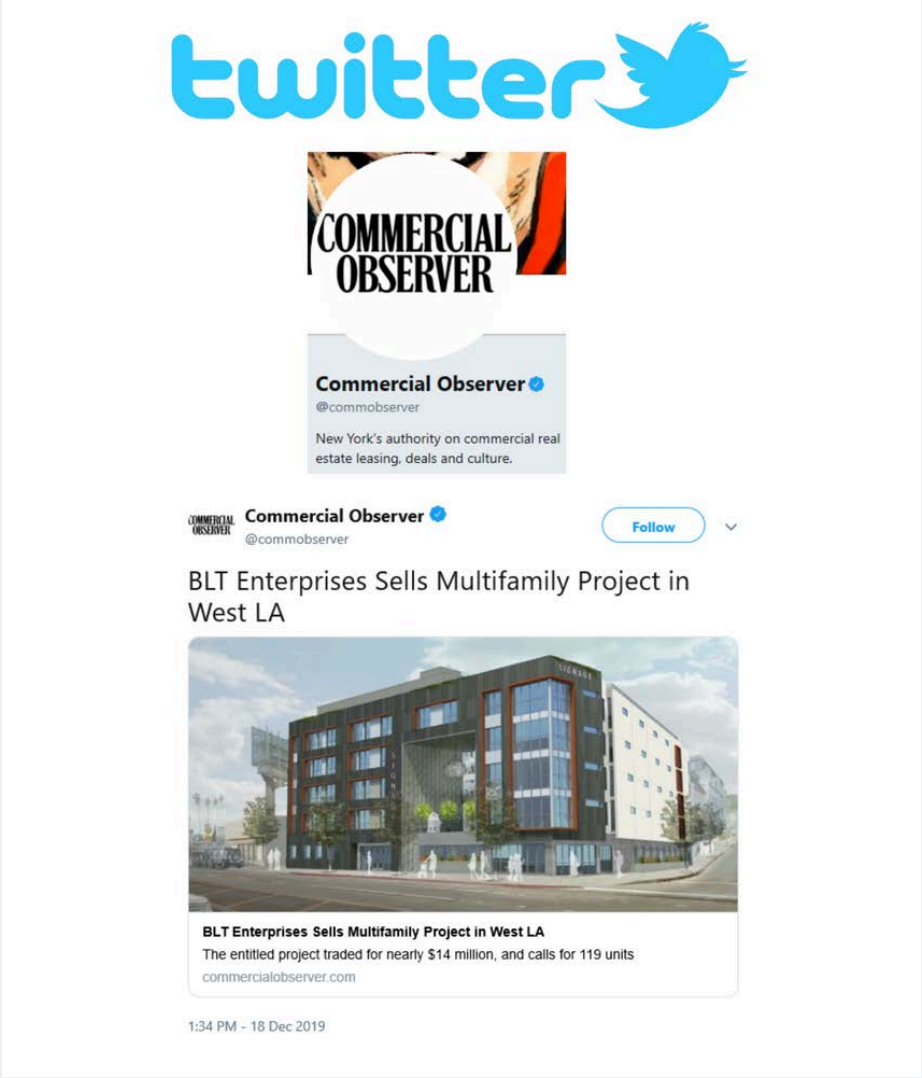

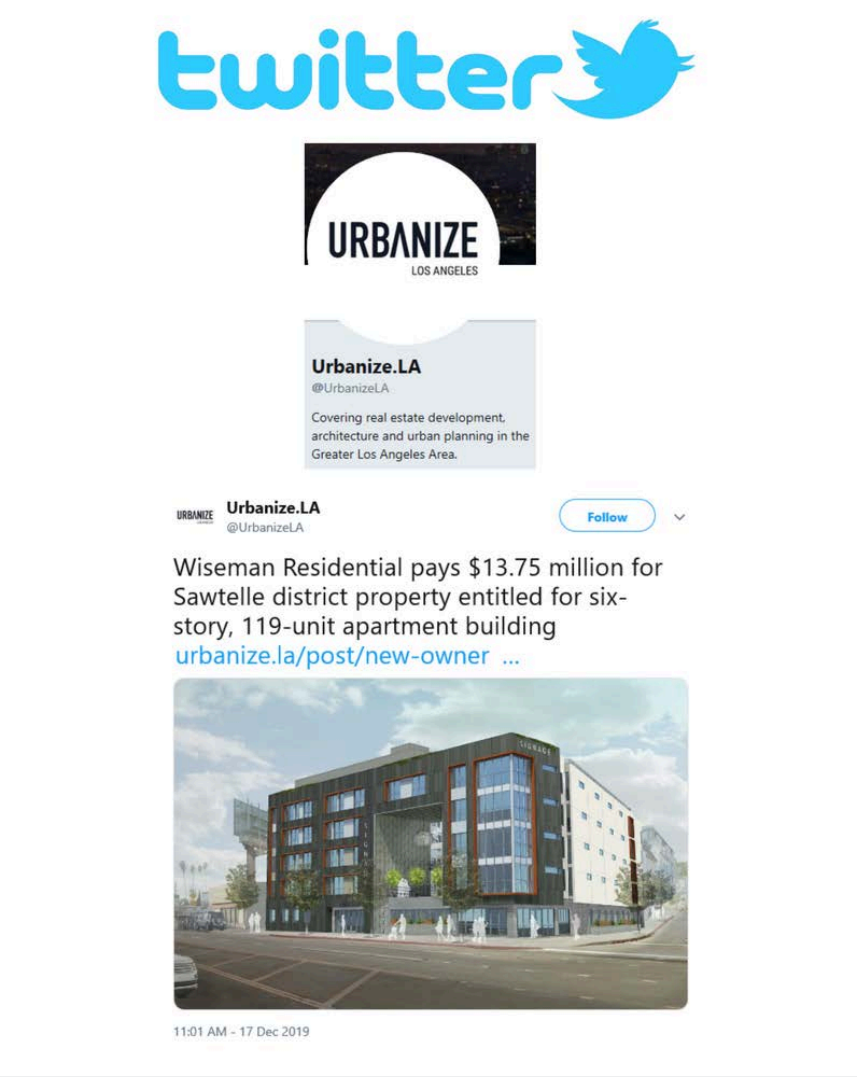

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Fully Entitled Sites See an Increase in Demand

Deals allow buyers to bypass lengthy approval process

The fully entitled site of a planned six-story, 119-unit project in West L.A. sold for $14 million. Photo by Monica Rodriguez

Fully entitled sites are selling in L.A.

These properties, which are already approved for specific projects, can give the buyer a big head start because of the region's notoriously slow approval process.

"Anywhere in Southern California, the largest obstacle for real estate development is the entitlement process with the city," said Jones Lang LaSalle Inc.'s Bryan Lewitt. "It makes it a unique opportunity when an entitled property comes to the market."

On Dec. 13, Santa Monica-based BLT Enterprises announced it had sold a former gas station and parking lot in West Los Angeles for $13.75 million to Wiseman Residential.

BLT had already received entitlements for a six-story, 119-unit project on the site at 11261 Santa Monica Blvd. in West L.A.

December 20, 2019 ONLINE

Los Angeles Business Journal (61-164)

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Fully Entitled Sites See an Increase in Demand

Deals allow buyers to bypass lengthy approval process

By Hannah Madans

Friday, December 20, 2019

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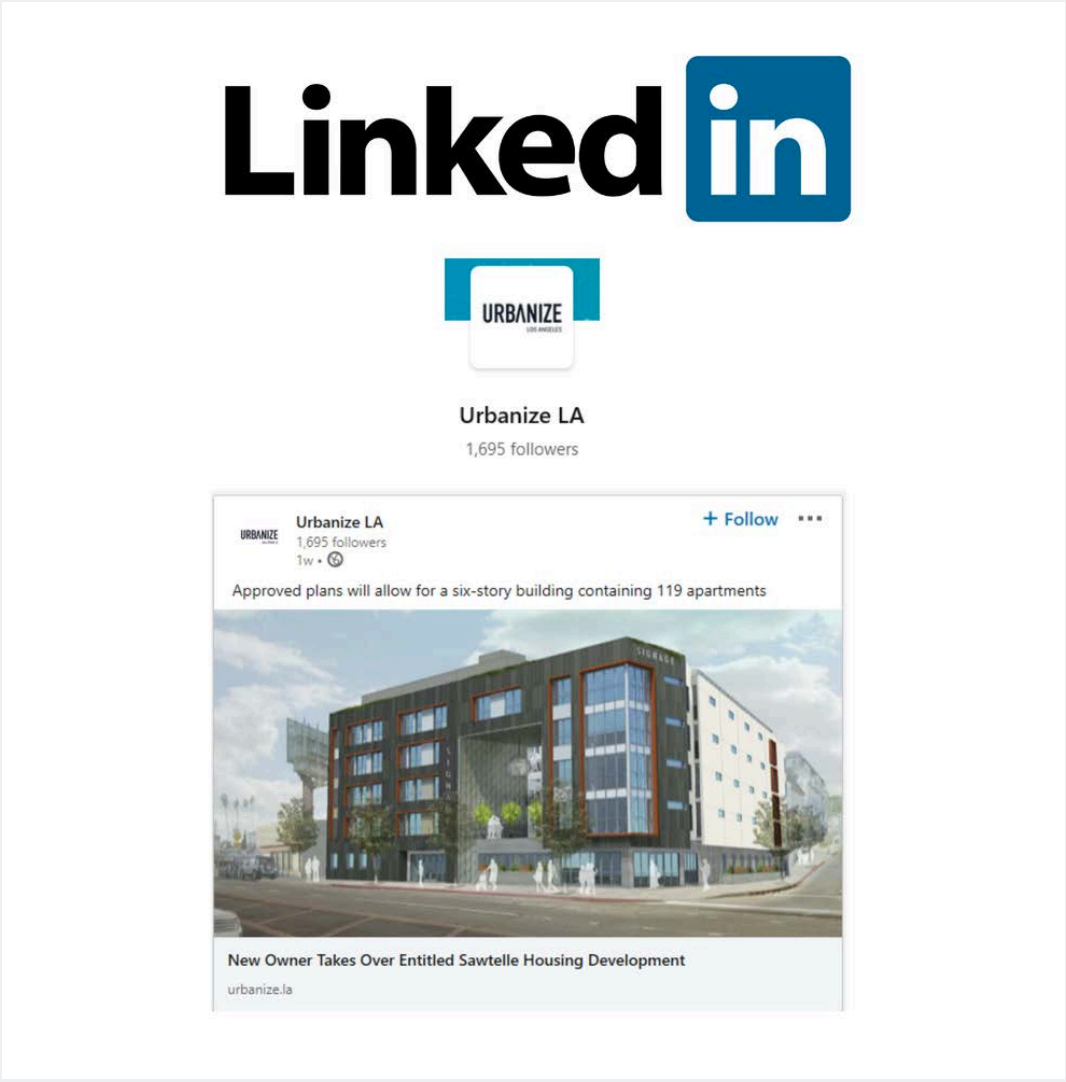

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BLT ENTERPRISES SELLS APARTMENT DEVELOPMENT SITE FOR $13.7 MILLION

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The development site at 11261 Santa Monica Blvd. in Los Angeles is fully entitled for a six-story, 119-unit multifamily property.

URBAN CATALYST PLANS 75-UNIT DELMAS SENIOR LIVING

SAN JOSE, CALIF. — Urban Catalyst has unveiled plans for Delmas Senior Living @ Downtown West, a seniors housing community in downtown San Jose. The community will be the first new seniors housing community in the city's downtown area in decades, according to the developer. The property will feature 52 assisted living units and 23 memory care units in a mix of studios to two-bedroom layouts. Construction is slated to start in first-quarter 2021 for completion in fourth-quarter 2022.

HAMRA PROPERTIES ACQUIRES 154,627 SF ANAHEIM HILLS BUSINESS CENTER FOR $21.3 MILLION

ANAHEIM, CALIF. — Hamra Properties has purchased Anaheim Hills Business Center, an industrial and office business park located at 5100-5150 E. La Palma Ave. in Anaheim. Seligman Group sold the asset for $21.3 million. Jeffrey Cole, Jeff Chiate, Ed Hernandez, Mike Adey and Nico Napolitano of Cushman & Wakefield's Irvine, Calif., office represented the seller, while Rick Ellison and Randy Ellison of Cushman & Wakefield served as market advisors. Built in 1988, the five-building campus features 154,627 square feet of industrial and office space. The property includes grade-level doors, landscaping with palm trees and abundant parking at a ratio of three stalls per 1,000 square feet. The buildings range from 19,000 square feet to 49,000 square feet, accommodating tenants as small as 700 square feet.

SARES REGIS DIVESTS OF THE ASHTON RETAIL CENTER

BELMONT, CALIF. — Sares Regis Group of Northern California (SRGNC) has closed escrow on the retail portion of The Ashton in Belmont. Terms of the transaction, including acquisition price and buyer, were not disclosed. The one-story, 4,900-square-foot retail center is fully occupied by three tenants: Bank of America, Row House and Apizza. Developed by SRGNC affiliate Regis Homes Bay Area, The Ashton features 74 for-sale residences spread across two four-story residential buildings. The transit-friendly property is located in Belmont's City Center neighborhood at the corner of Davey Glen Road and El Camino Real, near Highway 101 and within walking distance of the Belmont Caltrain station. The development team included Tricon Capital, Dahlin Group, BKF Engineers, Nishkian Menniger and Regis Contractors Bay Area.

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LA Site Sold by BLT Will Go From Gas Station to Apartments

The $13.75 million sale will result in 119 new multifamily units.

Courtesy BLT Enterprises and Wiseman Residential

Proposed apartment community in Los Angeles.

BLT Enterprises, based in Santa Monica, recently sold a desirable parcel of land about 12 miles west of downtown Los Angeles to Wiseman Residential for $13.75 million. Anthony Muhlstein and Brian Bowis of Newmark Knight Frank represented BLT Enterprises as the seller, and Wiseman Residential represented itself as the buyer in the transaction.

Wiseman is based in L.A. and intends to build a six-story, 119-unit apartment community on the site. Entitlements for the property were obtained by BLT with the help of their architects at KFA and land use counsel Dale Goldsmith. What used to be a gas station and surface parking lot will soon become new homes.

BUSINESS & FINANCE

Multifamily Executive

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By Scott Sowers

Courtesy BLT Enterprises and Wiseman Residential

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"In line with our ongoing strategy to identify the highest and best use for each of our properties, we recognized that this asset was best suited for multifamily redevelopment," says Bernard Huberman, founder and president

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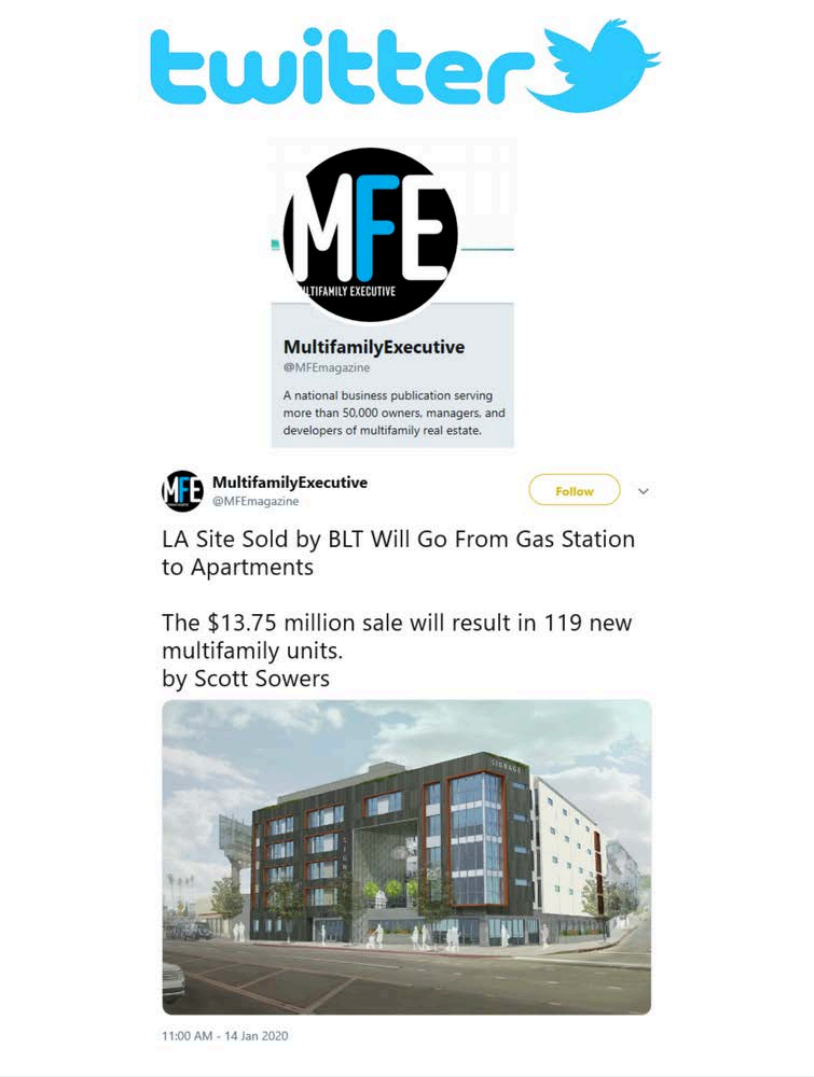

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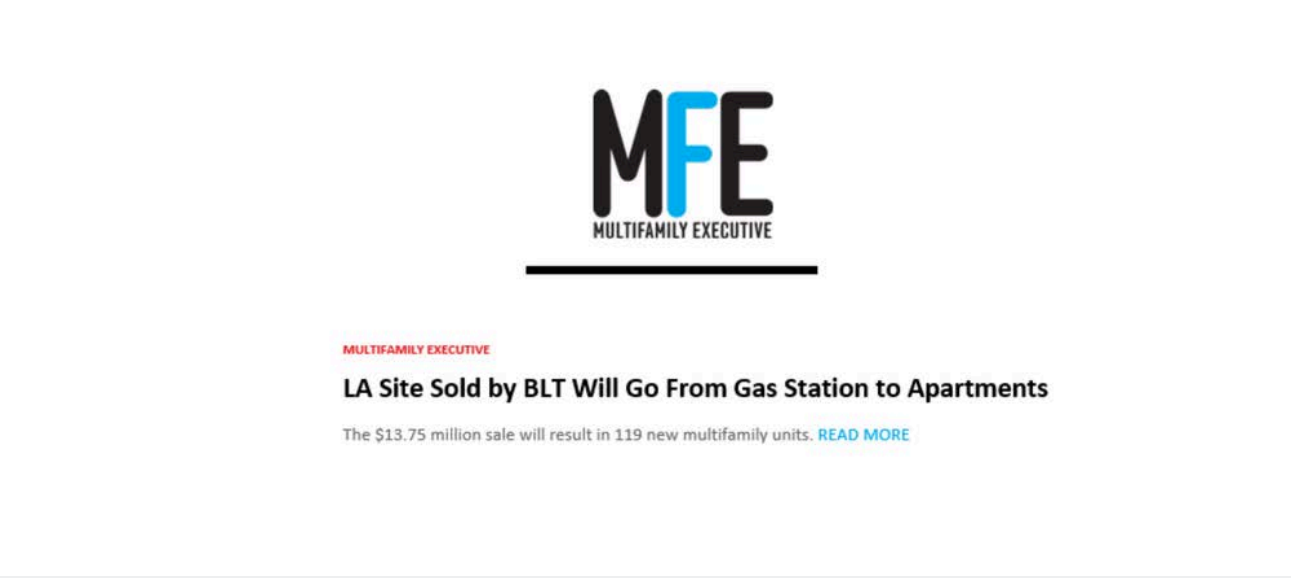

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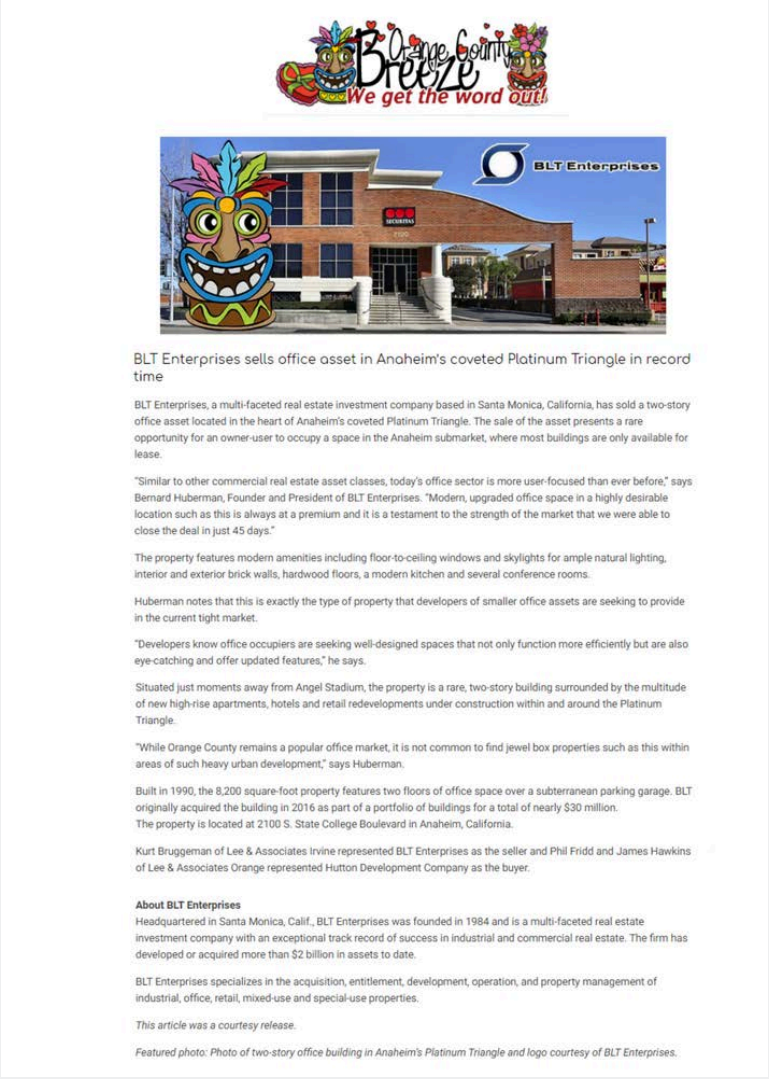

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We get the word out!

BLT Enterprises sells office asset in Anaheim's coveted Platinum Triangle in record time

BLT Enterprises, a multi-faceted real estate investment company based in Santa Monica, California, has sold a two-story office asset located in the heart of Anaheim's coveted Platinum Triangle. The sale of the asset presents a rare opportunity for an owner-user to occupy a space in the Anaheim submarket, where most buildings are only available for lease.

"Similar to other commercial real estate asset classes, today's office sector is more user-focused than ever before," says Bernard Huberman, Founder and President of BLT Enterprises. "Modern, upgraded office space in a highly desirable location such as this is always at a premium and it is a testament to the strength of the market that we were able to close the deal in just 45 days."

The property features modern amenities including floor-to-ceiling windows and skylights for ample natural lighting, interior and exterior brick walls, hardwood floors, a modern kitchen and several conference rooms.

Huberman notes that this is exactly the type of property that developers of smaller office assets are seeking to provide in the current tight market.

"Developers know office occupiers are seeking well-designed spaces that not only function more efficiently but are also eye-catching and offer updated features," he says.

Situated just moments away from Angel Stadium, the property is a rare, two-story building surrounded by the multitude of new high-rise apartments, hotels and retail redevelopments under construction within and around the Platinum Triangle.

"While Orange County remains a popular office market, it is not common to find jewel box properties such as this within areas of such heavy urban development," says Huberman.

Built in 1990, the 8,200 square-foot property features two floors of office space over a subterranean parking garage. BLT originally acquired the building in 2016 as part of a portfolio of buildings for a total of nearly $30 million.
The property is located at 2100 S. State College Boulevard in Anaheim, California.

Kurt Bruggeman of Lee & Associates Irvine represented BLT Enterprises as the seller and Phil Fridd and James Hawkins of Lee & Associates Orange represented Hutton Development Company as the buyer.

About BLT Enterprises
Headquartered in Santa Monica, Calif., BLT Enterprises was founded in 1984 and is a multi-faceted real estate investment company with an exceptional track record of success in industrial and commercial real estate. The firm has developed or acquired more than $2 billion in assets to date.

BLT Enterprises specializes in the acquisition, entitlement, development, operation, and property management of industrial, office, retail, mixed-use and special-use properties.

This article was a courtesy release.

Featured photo: Photo of two-story office building in Anaheim's Platinum Triangle and logo courtesy of BLT Enterprises.

January 31, 2020 ONLINE

Orange County Breeze (61-165)

oc-breeze.com/2020/01/31/177196_blt-ent...

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BLT Enterprises sells office asset in Anaheim's coveted Platinum Triangle in record time

By: courtesy / On: January 31, 2020 / In: Anaheim, Business / Tagged: Anaheim CA, business

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Two-story office asset located at 2100 South. State College Boulevard in the heart of Anaheim's coveted Platinum Triangle

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February 02, 2020 ONLINE

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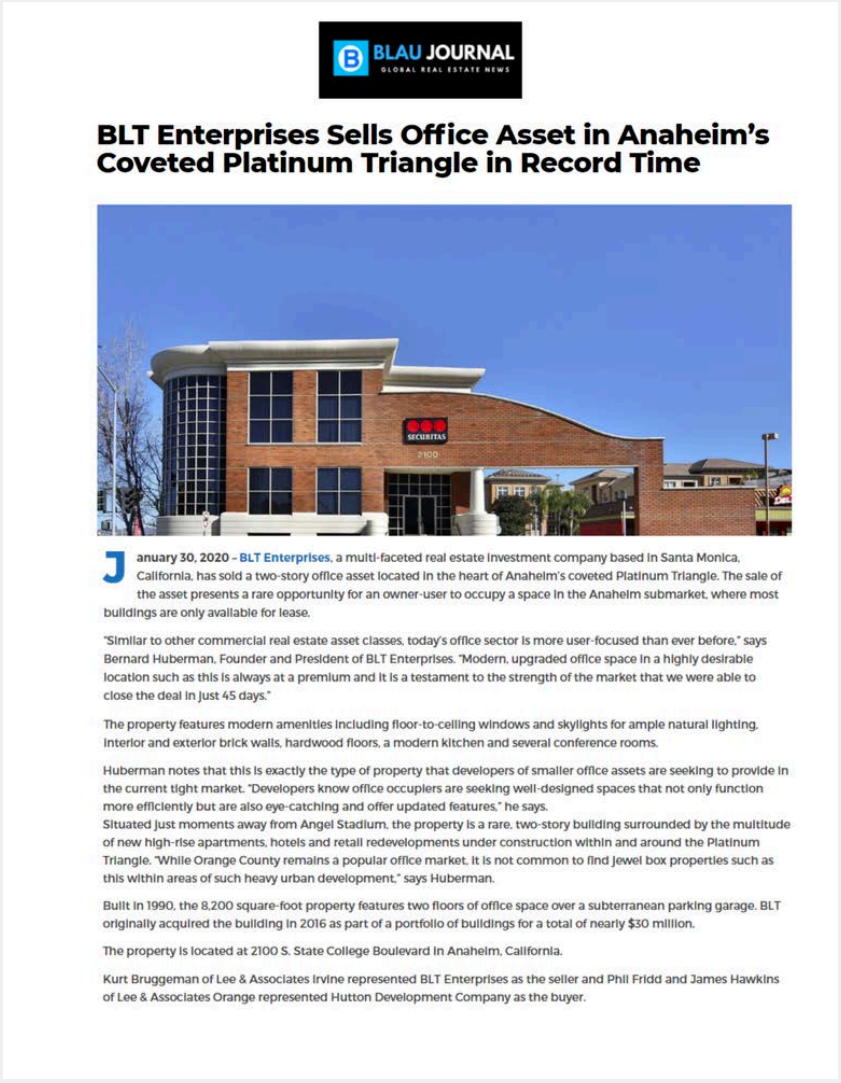

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January 30, 2020 ONLINE

Blau Journal (61-165)

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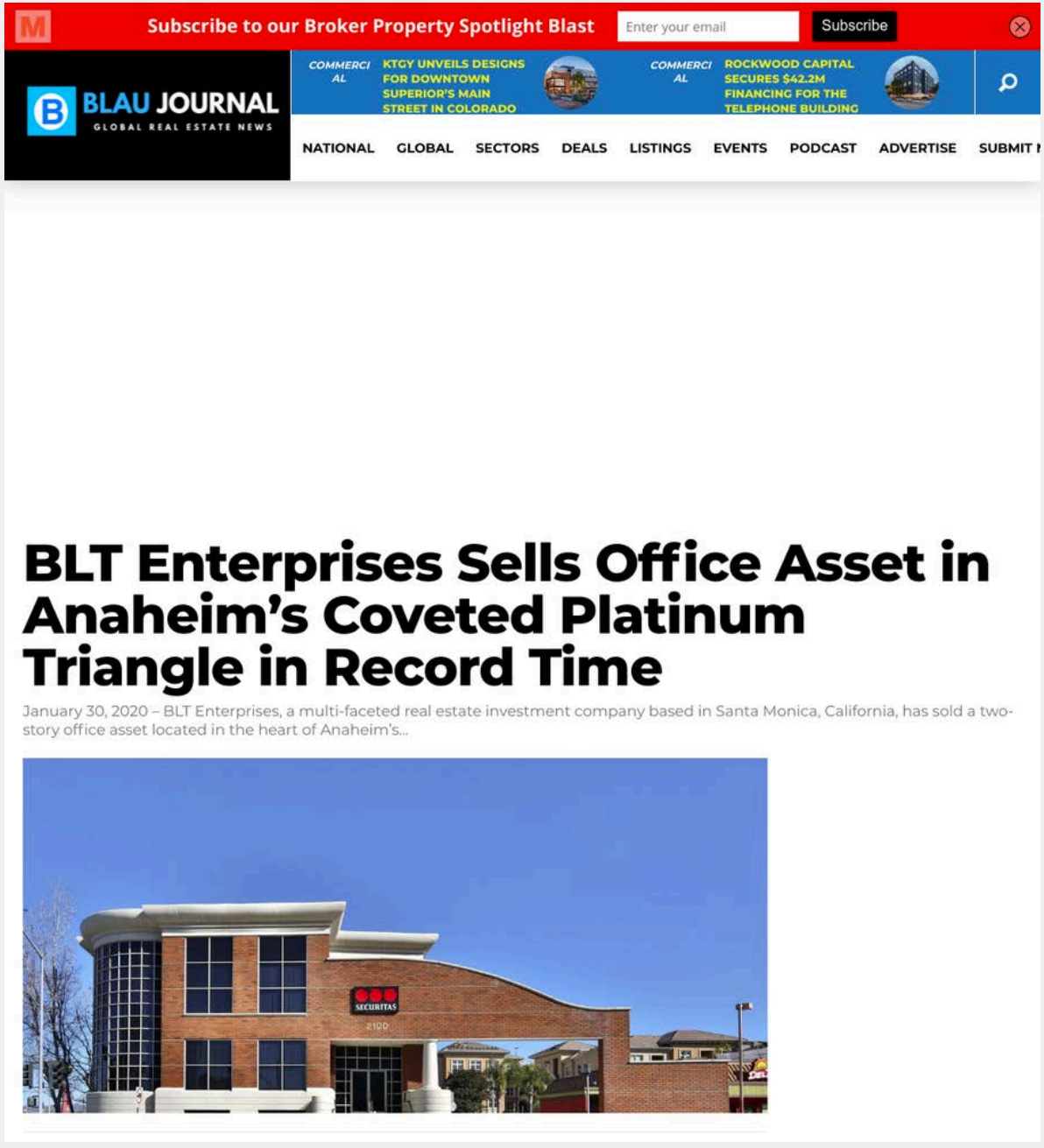
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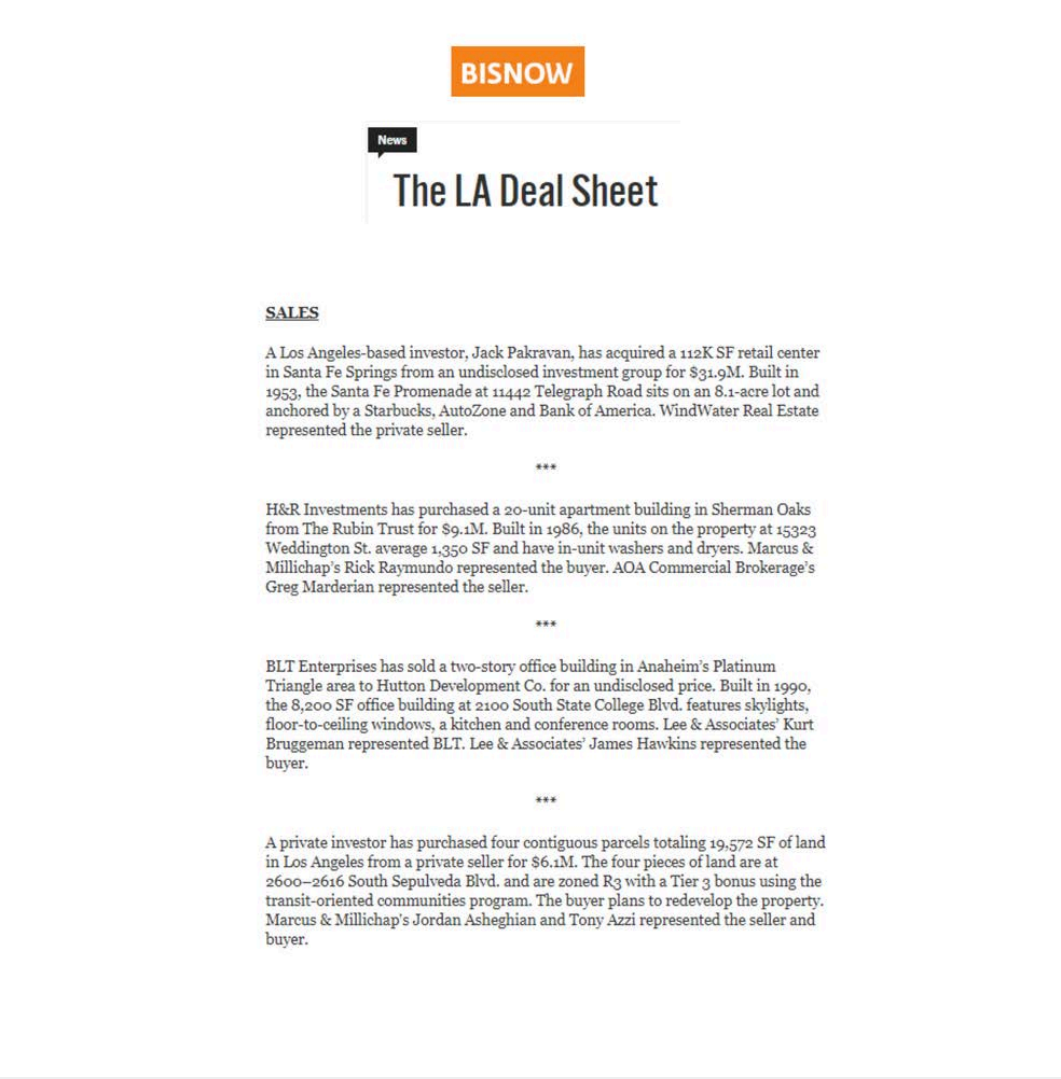

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News

The LA Deal Sheet

SALES

A Los Angeles-based investor, Jack Pakravan, has acquired a 112K SF retail center in Santa Fe Springs from an undisclosed investment group for $31.9M. Built in 1953, the Santa Fe Promenade at 11442 Telegraph Road sits on an 8.1-acre lot and anchored by a Starbucks, AutoZone and Bank of America. WindWater Real Estate represented the private seller.

***

H&R Investments has purchased a 20-unit apartment building in Sherman Oaks from The Rubin Trust for $9.1M. Built in 1986, the units on the property at 15323 Weddington St. average 1,350 SF and have in-unit washers and dryers. Marcus & Millichap's Rick Raymundo represented the buyer. AOA Commercial Brokerage's Greg Marderian represented the seller.

***

BLT Enterprises has sold a two-story office building in Anaheim's Platinum Triangle area to Hutton Development Co. for an undisclosed price. Built in 1990, the 8,200 SF office building at 2100 South State College Blvd. features skylights, floor-to-ceiling windows, a kitchen and conference rooms. Lee & Associates' Kurt Bruggeman represented BLT. Lee & Associates' James Hawkins represented the buyer.

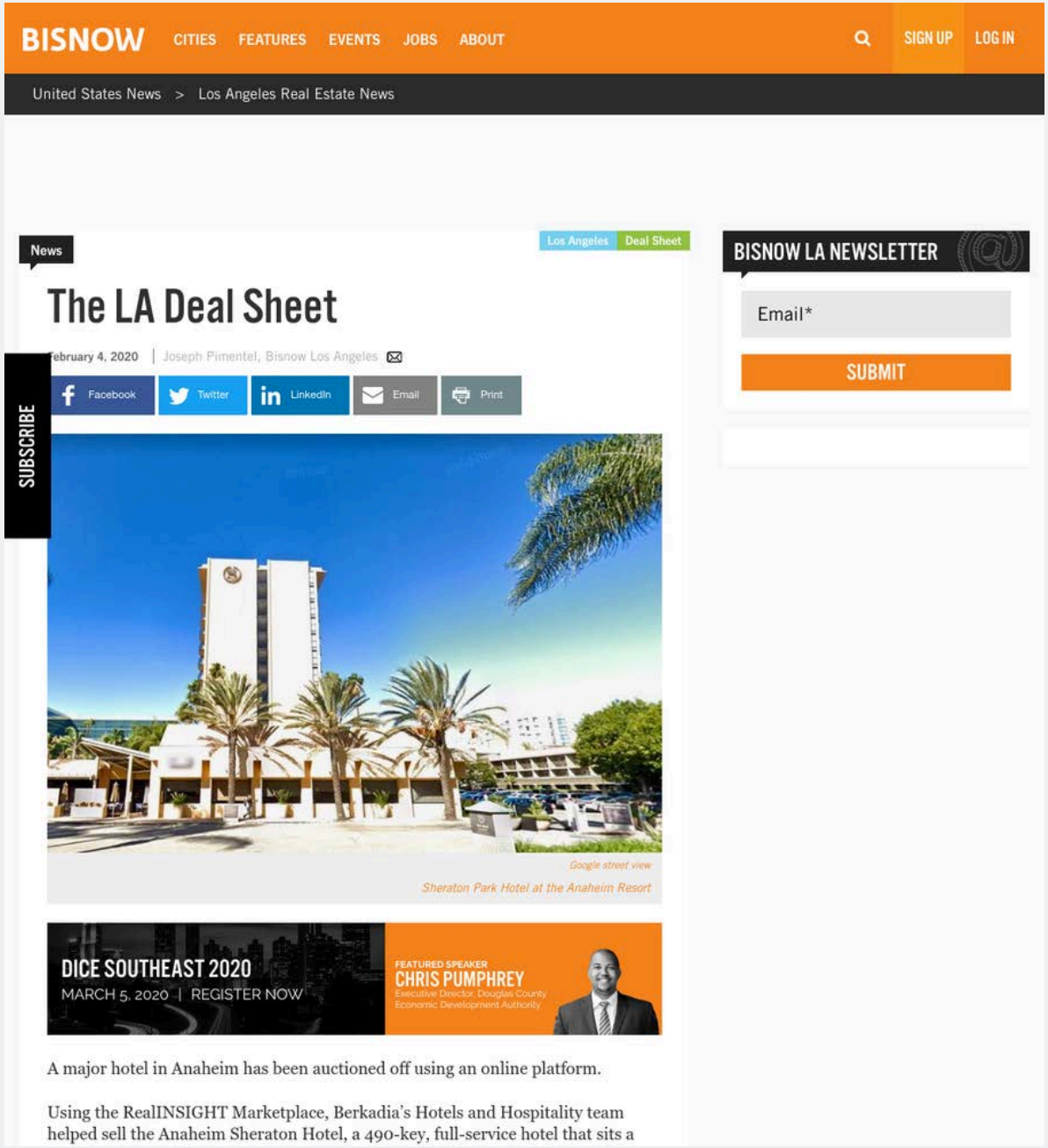
***

A private investor has purchased four contiguous parcels totaling 19,572 SF of land in Los Angeles from a private seller for $6.1M. The four pieces of land are at 2600–2616 South Sepulveda Blvd. and are zoned R3 with a Tier 3 bonus using the transit-oriented communities program. The buyer plans to redevelop the property. Marcus & Millichap's Jordan Asheghian and Tony Azzi represented the seller and buyer.

February 04, 2020 ONLINE

Bisnow (61-165)

bisnow.com/los-angeles/news/deal-sheet...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THE ORANGE COUNTY REGISTER

BLT sells in Anaheim

Santa Monica-based BLT Enterprises has sold a two-story office building at 2100 S. State College Blvd. in Anaheim for undisclosed terms.

The property includes modern amenities such as floor-to-ceiling windows and skylights, a modern kitchen and several conference rooms.

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Built in 1990, the 8,200 square-foot property has two floors of office space over a subterranean parking garage. BLT originally acquired the building in 2016 as part of a portfolio of buildings for a total of nearly $30 million.

February 07, 2020 ONLINE

Orange County Register (61-165)

ocregister.com/2020/02/07/real-estate-n...

THE ORANGE COUNTY REGISTER

BUSINESS

Real estate news: Newport Beach firm buys 11 industrial properties for $425 million

BKM Capital Partners in Newport Beach has acquired a portfolio of 11 industrial properties in Phoenix, Northern California, Southern California, and Portland, Oregon for a total consideration of $425,365,000. Pictured is Spectrum Centre Business Park in Lake Forest. (Courtesy of BKM Capital Partners)

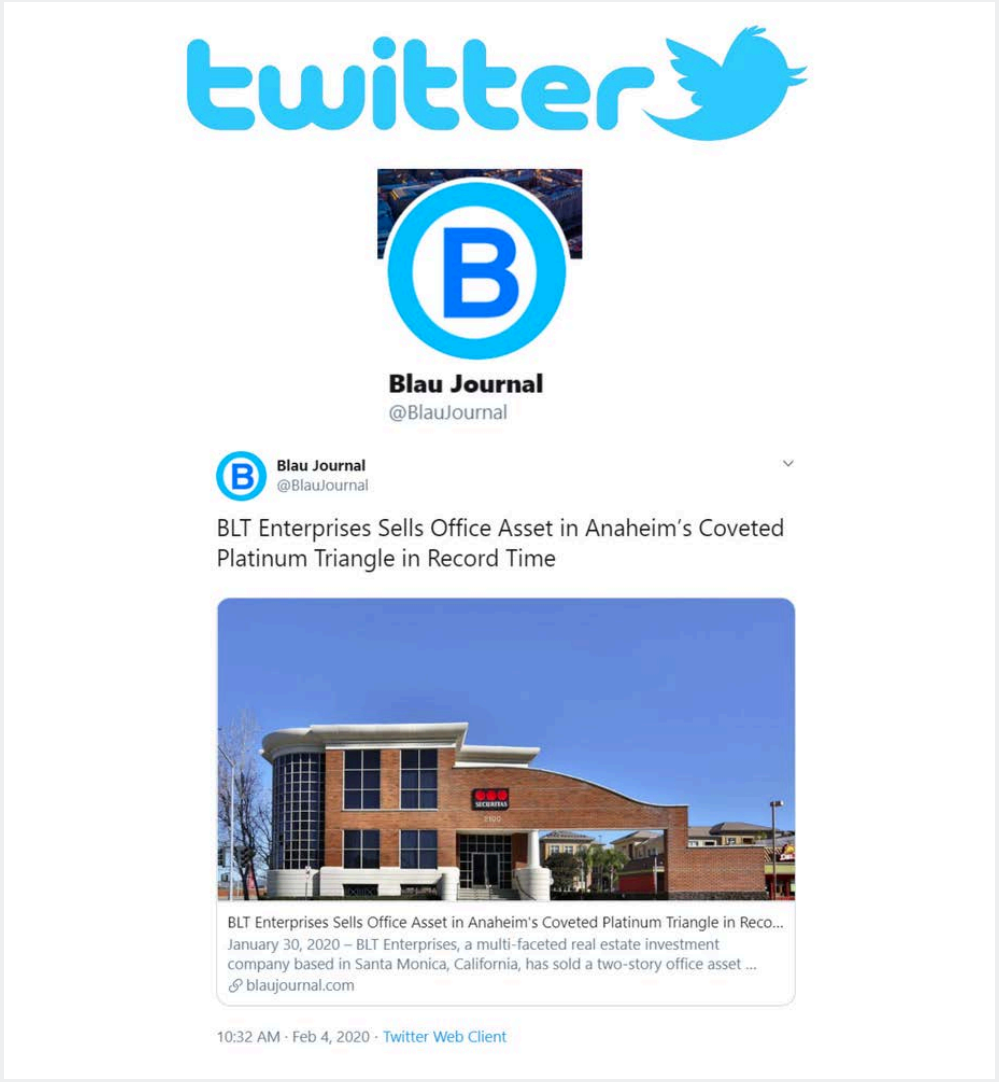
By STAFF REPORT |
PUBLISHED: February 7, 2020 at 8:30 am | UPDATED: February 7, 2020 at 1:15 pm

BKM Capital Partners, an institutional fund manager, has acquired a portfolio of 11 industrial properties in Southern California, Phoenix, Northern California and Portland, Oregon. BKM acquired the properties for $425 million.

The Newport Beach firm bought eight of the properties through BKM Industrial Value Fund II and three of the properties in partnership with the Canyon Catalyst Fund, Canyon Partners' real estate emerging manager program managed on behalf of the California Public Employees' Retirement System.

The portfolio makes up 2,669,265 square feet of space, 493 units and is nearly 90% occupied.

The Southern California properties include Spectrum Centre Business Park, a 73-unit



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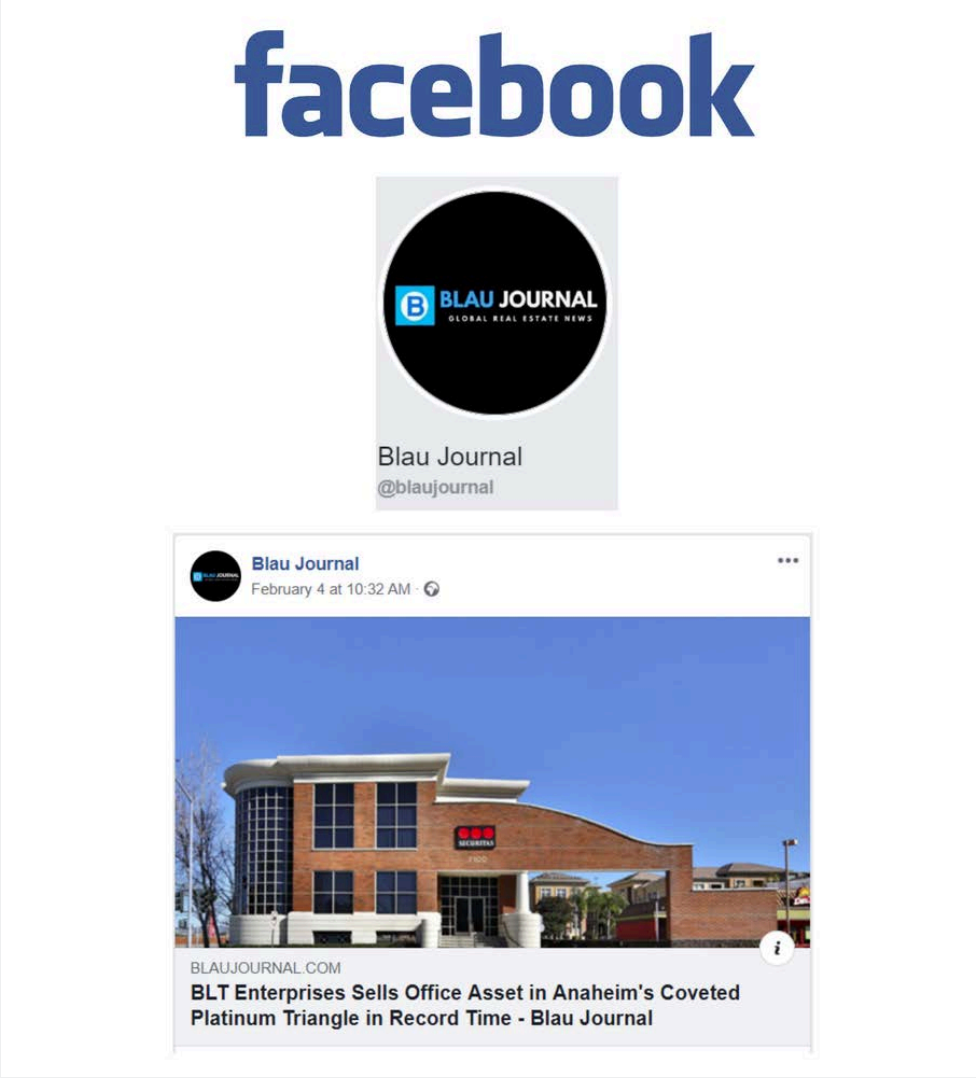

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February 09, 2020 ONLINE

Orange County Register e-Edition (61-165)

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U.S. COUNT

Spanish census ads vow privacy

Latest messages aim to persuade Latinos that government won't use the information against them

By Ian Wheeler

The differences in a new batch of advertisements for the U.S. census, some in English, others in Spanish and other languages, are subtle but telling, reflecting the unique challenges of counting every human being in sprawling, culturally diverse Southern California.

The differences also reflect how fear -- specifically, fear of deportation -- remains a big factor in the upcoming decennial head count.

Though many of the English and Spanish language ads are similar in message and tone, one set of Spanish ads -- "All Latinos Count" -- dances around the proposed citizenship question.

Commercial Observer

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April 13, 2020 ONLINE

Commercial Observer (61-168)

commercialobserver.com/2020/04/blt-ent...

COMMERCIAL OBSERVER

BLT Enterprises Acquires Hollywood Production Site and Creative Office

The Santa Monica-based firm has acquired three Hollywood properties in the past year, and plans to transform the production property into a creative industrial compound

THE 18,000-SQUARE-FOOT PRODUCTION SITE IS AT 6151 SANTA MONICA BOULEVARD. PHOTO: GOOGLE MAPS

BLT Enterprises — which purchased a Hollywood studio last summer — has added another production site and a creative office about a half-mile apart from each other to its portfolio.

Despite the ongoing economic shutdown, the Santa Monica-based development and investment firm announced that it purchased the two Hollywood locations for $20 million.

The 18,000-square-foot production and entertainment office compound is located at **6151 Santa Monica Boulevard**, and it sold for almost $11.4 million. Records show it was owned by the **Lakatosh Family Trust** and **Route 66 Properties, LLC. Gabe Lakatosh** purchased the site for $1.4 million 20 years ago.

BLT Enterprises Acquires Hollywood Production Site and Creative Office

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BY GREG CORNFIELD APRIL 13, 2020 3:45 PM

REPRINTS

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COMMERCIAL PROPERTY EXECUTIVE

BLT Enterprises Buys 2 Hollywood Assets for $20M

The acquisition includes a production and entertainment office compound and a creative office project.

BLT Enterprises has acquired two office/flex properties encompassing more than 26,000 square feet in Hollywood, Calif., from separate sellers. Architecture firm Shook Kelley and a private investor sold the assets for a total of $20 million. Lee & Associates negotiated on behalf of the buyer and Shook Kelley, while TOLD Partners assisted the second seller.

6151 Santa Monica Blvd. *Image via Google Street View*

An 8,446-square-foot creative office project located at 5735 Melrose Ave. traded for $8.6 million, public records show. Completed in 1952, the property underwent renovations under the previous ownership. BLT Enterprises Founder & President Bernard Huberman revealed they may convert the screening room into a recording studio. The building is half a mile from Paramount Pictures Studio and some 2 miles south of Hollywood Boulevard.

The second property is an 18,000-square-foot production and entertainment office building at 6151 Santa Monica Blvd. The two-story property opened in 1986. The buyer intends to transform the structure into a creative facility serving advertising agencies and production companies, according to Huberman. The building is 1 mile from the Hollywood Walk of Fame and the Melrose Avenue property.

TOLD Partners' Adam Hall negotiated on behalf of the private investor. The Lee & Associates team assisting the buyer included Brad McCoy and David Wilson., while McCoy and colleague Paul Brehme represented Shook Kelley. Last year, another Lee & Associates team arranged the $26 million sale of an eight-property industrial portfolio in Glendale, Calif.

April 14, 2020 ONLINE

Commercial Property Executive (61-168)

cpexecutive.com/post/blt-enterprises-buy...

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By Pavel Cazacu

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April 14, 2020 ONLINE

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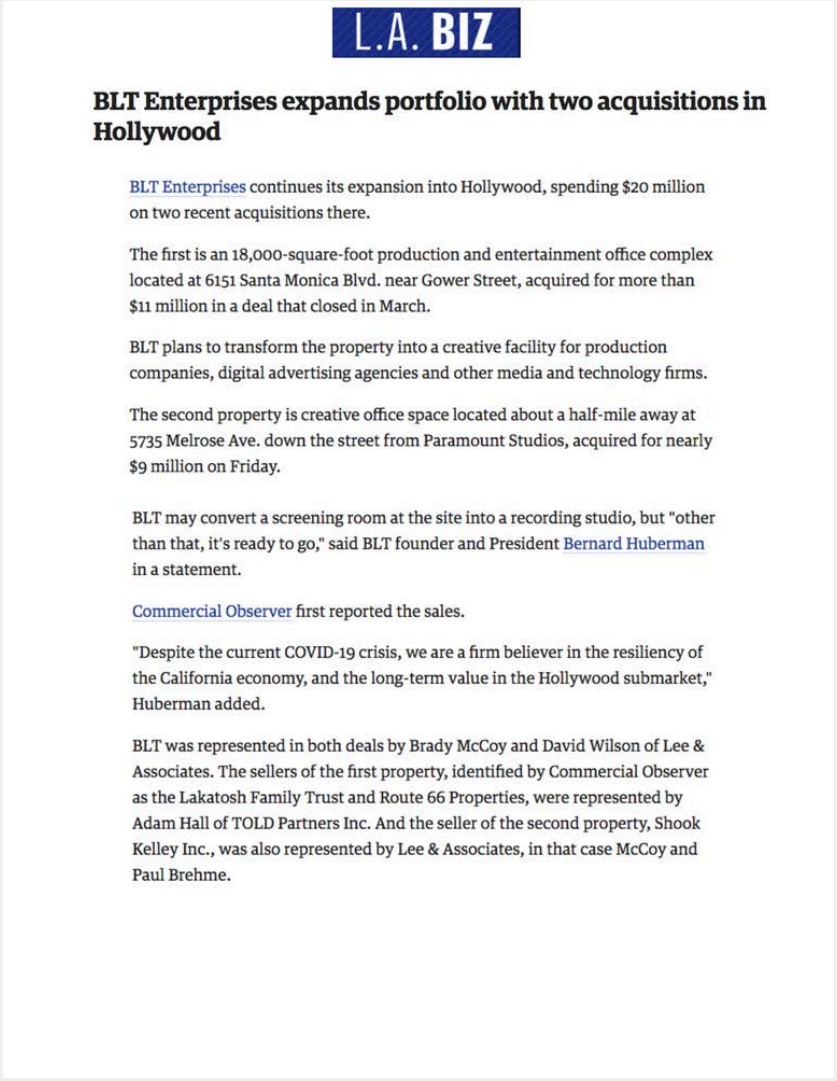


L.A. BIZ

BLT Enterprises expands portfolio with two acquisitions in Hollywood

BLT Enterprises continues its expansion into Hollywood, spending $20 million on two recent acquisitions there.

The first is an 18,000-square-foot production and entertainment office complex located at 6151 Santa Monica Blvd. near Gower Street, acquired for more than $11 million in a deal that closed in March.

BLT plans to transform the property into a creative facility for production companies, digital advertising agencies and other media and technology firms.

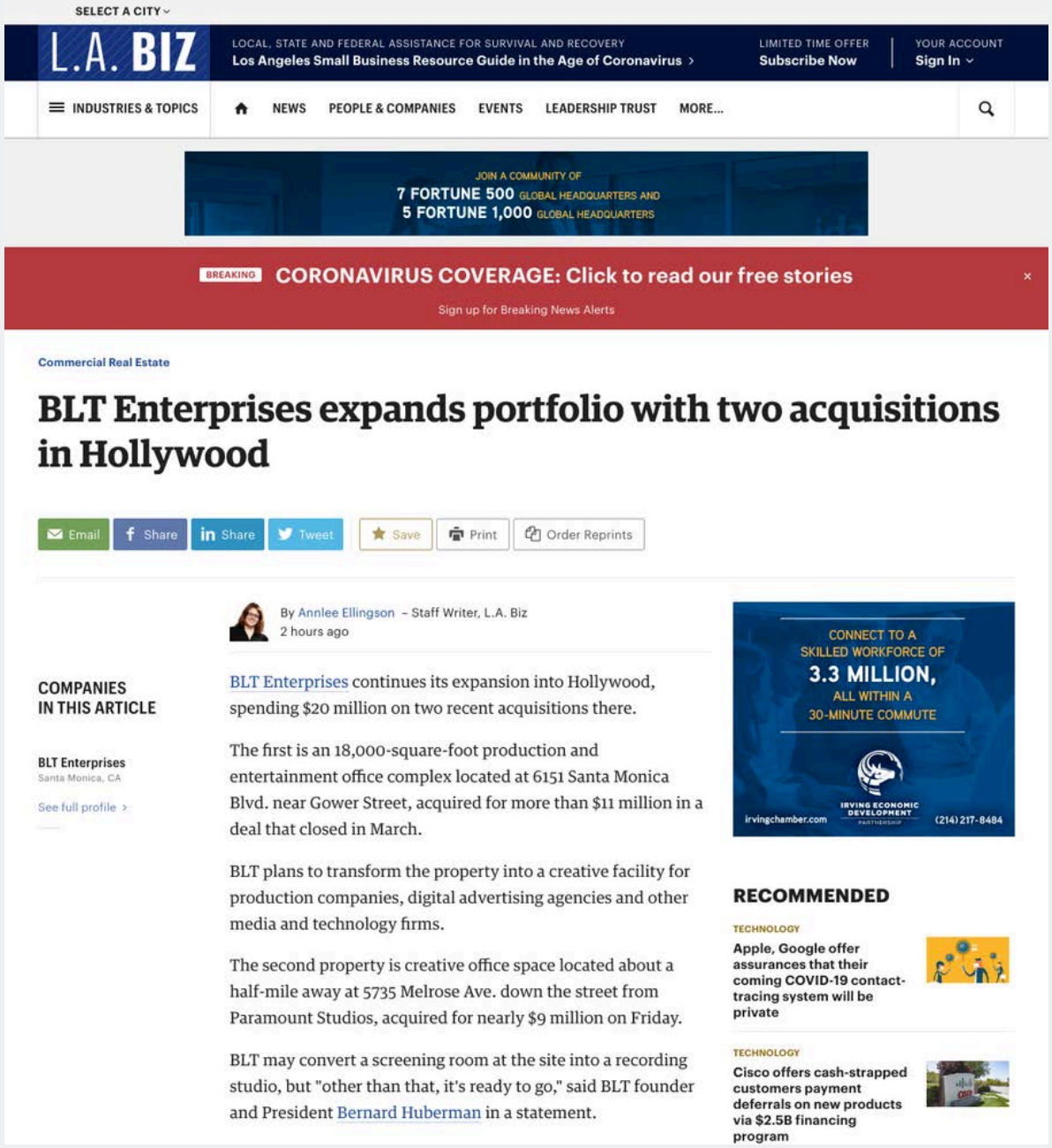
The second property is creative office space located about a half-mile away at 5735 Melrose Ave. down the street from Paramount Studios, acquired for nearly $9 million on Friday.

BLT may convert a screening room at the site into a recording studio, but "other than that, it's ready to go," said BLT founder and President Bernard Huberman in a statement.

Commercial Observer first reported the sales.

"Despite the current COVID-19 crisis, we are a firm believer in the resiliency of the California economy, and the long-term value in the Hollywood submarket," Huberman added.

BLT was represented in both deals by Brady McCoy and David Wilson of Lee & Associates. The sellers of the first property, identified by Commercial Observer as the Lakatosh Family Trust and Route 66 Properties, were represented by Adam Hall of TOLD Partners Inc. And the seller of the second property, Shook Kelley Inc., was also represented by Lee & Associates, in that case McCoy and Paul Brehme.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April 14, 2020 ONLINE

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A Commercial Real Estate News and Media Company

BLT Enterprise Spends $20 Mil on Two L.A.Commercial Properties

BLT Enterprises has acquired two properties in Hollywood for a total price of $20 mil. The acquisitions include a creative office project at 5735 Melrose Ave, and an 18k sf production and entertainment office compound at 6151 Santa Monica Blvd.

"These acquisitions are directly in line with our ongoing strategy of acquiring well-located properties that deliver value over a long hold period," says Bernard Huberman, Founder and President of BLT Enterprises. "Despite the current COVID-19 crisis, we are a firm believer in the resiliency of the California economy, and the long term value in the Hollywood submarket."

BLT plans to transform the Santa Monica Blvd property into a modern creative industrial compound catering to production companies, digital advertising agencies and other companies at the convergence of tech and media, according to Huberman. "The building has incredible bones, and ample parking in excess of most other buildings in the market."

5735 Melrose Ave

The Melrose property, which is within walking distance of Paramount Studios and Larchmont Village, was already renovated to fit the needs of various users in the marketplace. "The prior owner did an incredible renovating this property," remarked Huberman. "We may convert the existing screening room into a recording studio, given the lack of quality recording space integrated into Class A creative office projects. Other than that, it's ready to go."

BLT was represented in both transactions by Brad McCoy and David Wilson of Lee & Associates. The seller of the Santa Monica property was represented by Adam Hall of TOLD Partners Inc. Paul Brehme and Brad McCoy of Lee & Associates repped the seller of the Melrose property.

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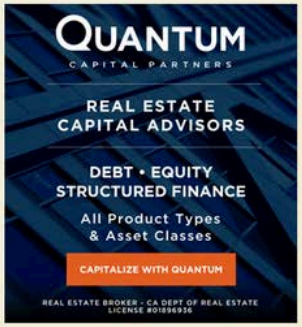

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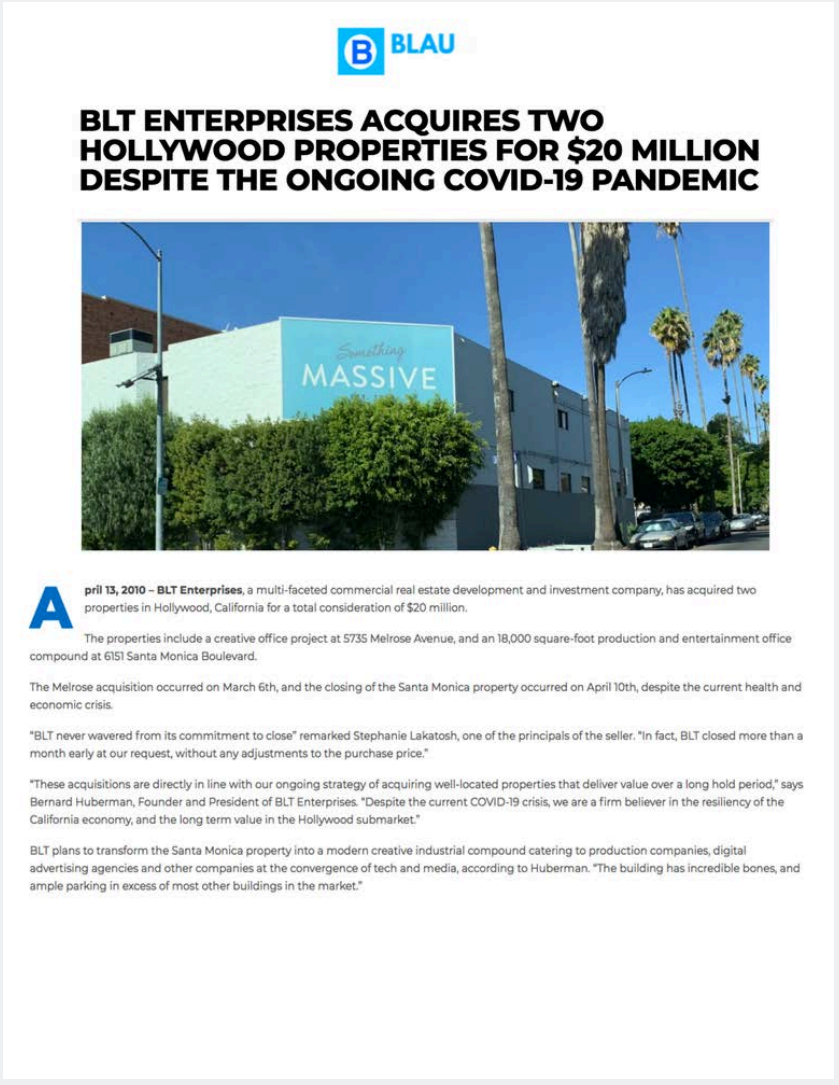

BLAU

BLT ENTERPRISES ACQUIRES TWO HOLLYWOOD PROPERTIES FOR $20 MILLION DESPITE THE ONGOING COVID-19 PANDEMIC

April 13, 2010 – BLT Enterprises, a multi-faceted commercial real estate development and investment company, has acquired two properties in Hollywood, California for a total consideration of $20 million.

The properties include a creative office project at 5735 Melrose Avenue, and an 18,000 square-foot production and entertainment office compound at 6151 Santa Monica Boulevard.

The Melrose acquisition occurred on March 6th, and the closing of the Santa Monica property occurred on April 10th, despite the current health and economic crisis.

"BLT never wavered from its commitment to close" remarked Stephanie Lakatosh, one of the principals of the seller. "In fact, BLT closed more than a month early at our request, without any adjustments to the purchase price."

"These acquisitions are directly in line with our ongoing strategy of acquiring well-located properties that deliver value over a long hold period," says Bernard Huberman, Founder and President of BLT Enterprises. "Despite the current COVID-19 crisis, we are a firm believer in the resiliency of the California economy, and the long term value in the Hollywood submarket."

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April 14, 2020 ONLINE

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The LA Deal Sheet

Courtesy of BLT Enterprises

An office building at 6151 Santa Monica Blvd. in Los Angeles

SALES

BLT Enterprises has acquired two properties in Hollywood from separate sellers. In the first transaction, BLT purchased a creative office building at 5735 Melrose Ave. from Quattro Sm/ Beloit Partners for $8.6M, according to CRE data site Reonomy. In the second transaction, BLT acquired an 18K SF warehouse at 6151 Santa Monica Blvd. from Route 66 Properties for an undisclosed sum. BLT officials said they acquired both properties for $20M. Lee & Associates' Brad McCoy and David Wilson represented BLT in both transactions. Told Partners' Adam Hall represented the seller of the Santa Monica Boulevard property. Lee & Associates' Paul Brehme and Brad McCoy represented the seller of the Melrose property.

April 13, 2020 ONLINE

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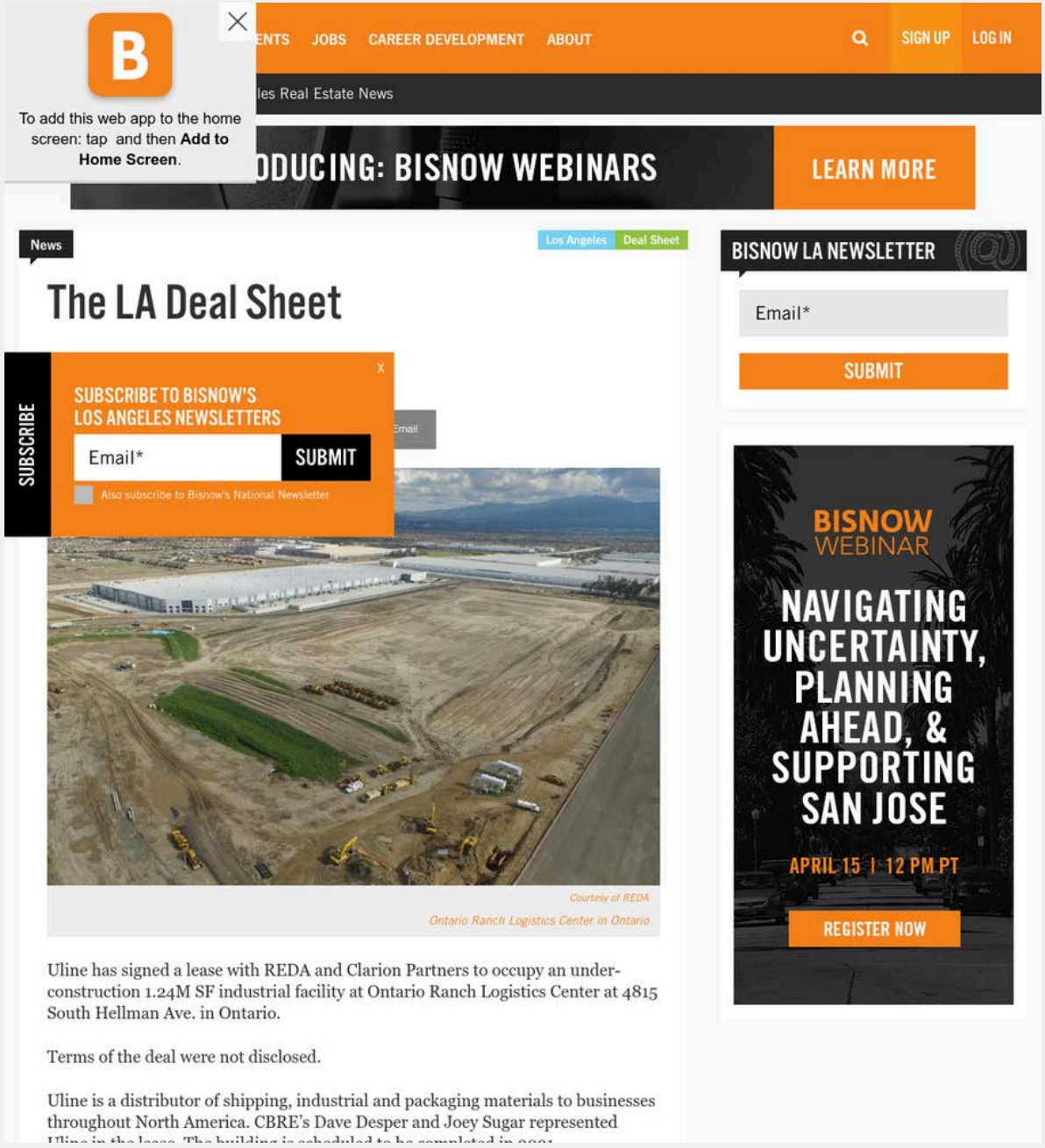
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Ontario Ranch Logistics Center in Ontario
Uline has signed a lease with REDA and Clarion Partners to occupy an under-construction 1.24M SF industrial facility at Ontario Ranch Logistics Center at 4815 South Hellman Ave. in Ontario.
Terms of the deal were not disclosed.
Uline is a distributor of shipping, industrial and packaging materials to businesses throughout North America. CBRE's Dave Desper and Joey Sugar represented
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BLT Enterprises Acquires Pair of Hollywood Assets for $20M

Santa Monica-based BLT Enterprises acquired two properties in Hollywood for $20 million. The properties include a creative office project at 5735 Melrose Ave., and an 18,000 square-foot production and entertainment office compound at 6151 Santa Monica Blvd. (pictured).

BLT Enterprises' Bernard Huberman says, "Despite the current COVID-19 crisis, we are a firm believer in the resiliency of the California economy, and the long-term value in the Hollywood submarket."

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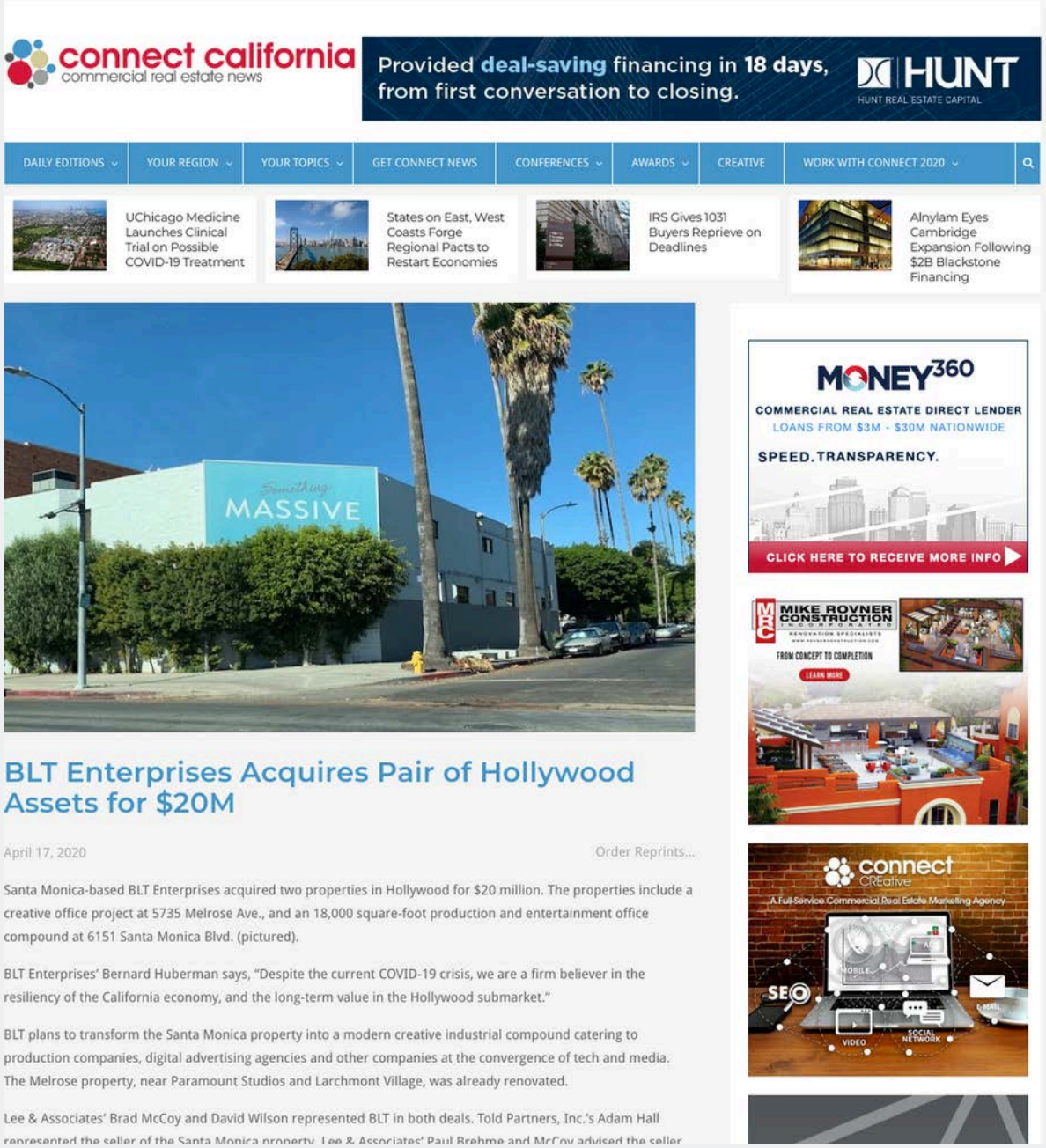
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BLT Enterprises Acquires Pair of Hollywood Assets for $20M
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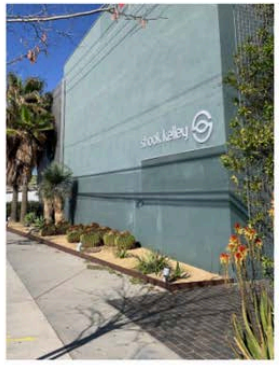
BLT Buys Hollywood Properties

Company pays $20 million for two creative office sites



BLT Enterprises office property at 5735 Melrose Ave.

Santa Monica-based BLT Enterprises has acquired two Hollywood properties for a combined $20 million.

The sites are located at 5735 Melrose Ave. and 6151 Santa Monica Blvd.

The Melrose Avenue site is a creative office project that was acquired March 6.

The Santa Monica Boulevard property is an 18,000-square-foot production and entertainment office. The sale closed April 10.

Lee & Associates' Brad McCoy and David Wilson represented BLT in both transactions.

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San Diego Office Park Trades for $39M

Longfellow Real Estate Partners acquired Sorrento Tech, a fully-leased R&D campus.

BLT Enterprises has finalized the sale of Sorento Tech, a three-building campus totaling 93,480 square feet of office/R&D space in San Diego. Longfellow Real Estate Partners purchased the portfolio for $39 million. The properties last traded in 2016, when the current seller acquired them for a total of $18.3 million, according to Yardi Matrix data.

Sorrento Tech. *Image courtesy of Devin Muna*

In its four-year hold, BLT Enterprises renovated the park and brought the assets to full occupancy. Additionally, the company repurposed 35,000 square feet of industrial space into a creative office space with an open floorplan, ample conference room and three executive suites.

Located at 10070, 10140, and 10180 Barnes Canyon Road, the buildings were completed in 1984 and 1985. The tenant roster includes CV Sciences, L3 Technologies, Ron's Pharmacy and TorreyCove Capital Partners. The campus is 2 miles from Interstate 805 and roughly 15 miles north of downtown San Diego.

The brokerage team that negotiated the sale on behalf of both parties included SD Realty Partners' Ron Jacobson, along with Cushman & Wakefield's Brad Tecca and Rick Reeder.

In April, BLT Enterprises paid $20 million for two assets totaling 26,000 square feet in Hollywood, Calif. Lee & Associates assisted the company in the transaction.

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San Diego Office Park Trades for $39M

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By Pavel Cazacu

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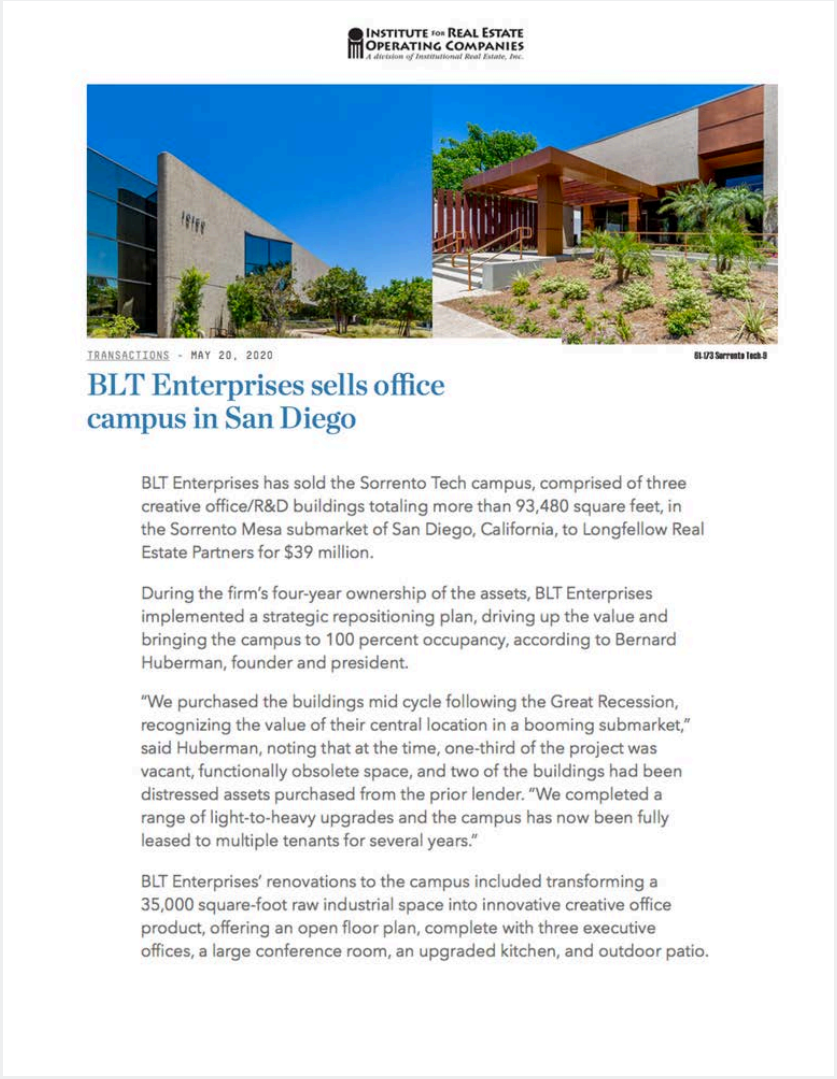

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BLT Enterprises sells office campus in San Diego

BLT Enterprises has sold the Sorrento Tech campus, comprised of three creative office/R&D buildings totaling more than 93,480 square feet, in the Sorrento Mesa submarket of San Diego, California, to Longfellow Real Estate Partners for $39 million.

During the firm's four-year ownership of the assets, BLT Enterprises implemented a strategic repositioning plan, driving up the value and bringing the campus to 100 percent occupancy, according to Bernard Huberman, founder and president.

"We purchased the buildings mid cycle following the Great Recession, recognizing the value of their central location in a booming submarket," said Huberman, noting that at the time, one-third of the project was vacant, functionally obsolete space, and two of the buildings had been distressed assets purchased from the prior lender. "We completed a range of light-to-heavy upgrades and the campus has now been fully leased to multiple tenants for several years."

BLT Enterprises' renovations to the campus included transforming a 35,000 square-foot raw industrial space into innovative creative office product, offering an open floor plan, complete with three executive offices, a large conference room, an upgraded kitchen, and outdoor patio.

May 20, 2020 ONLINE

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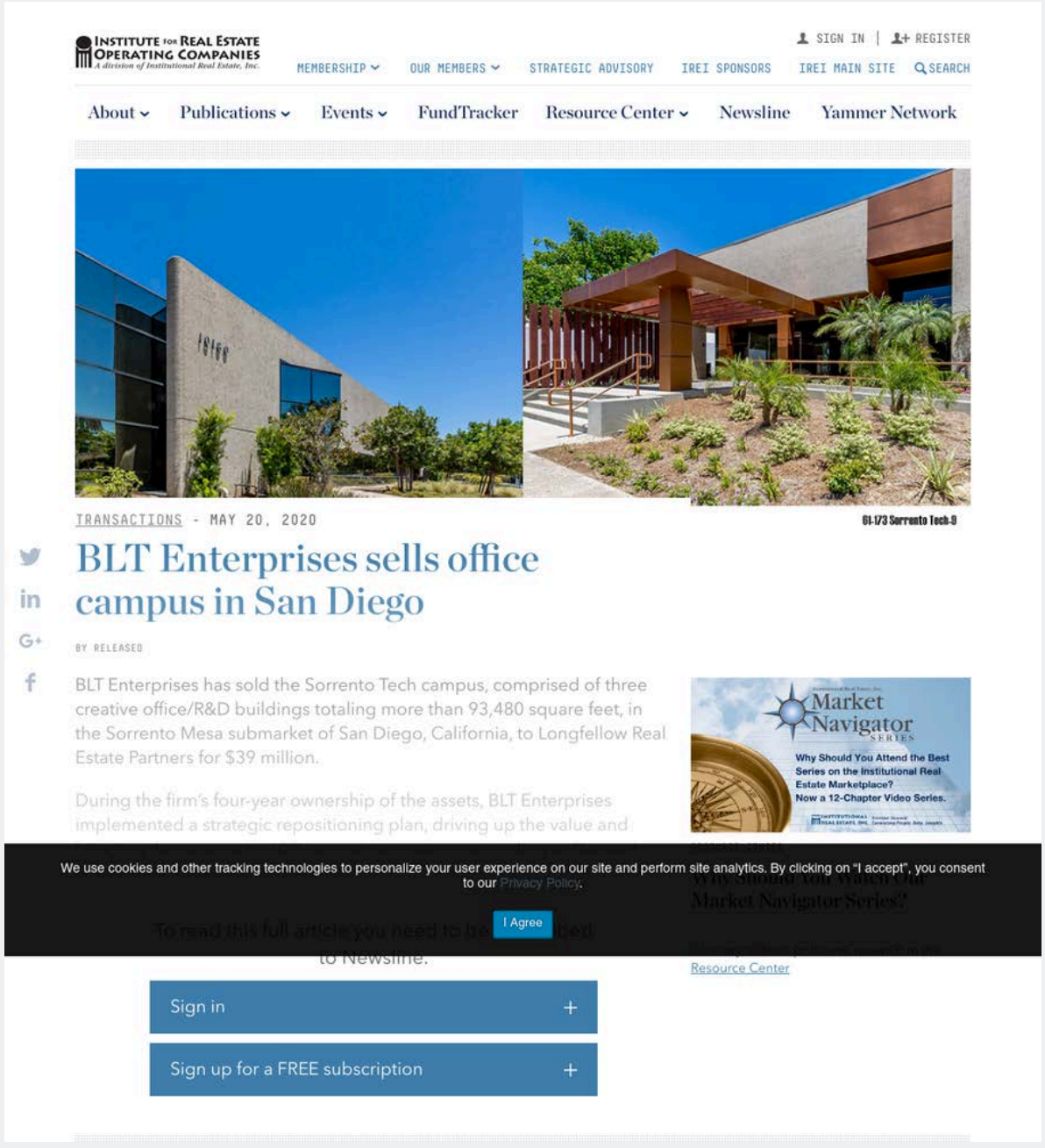
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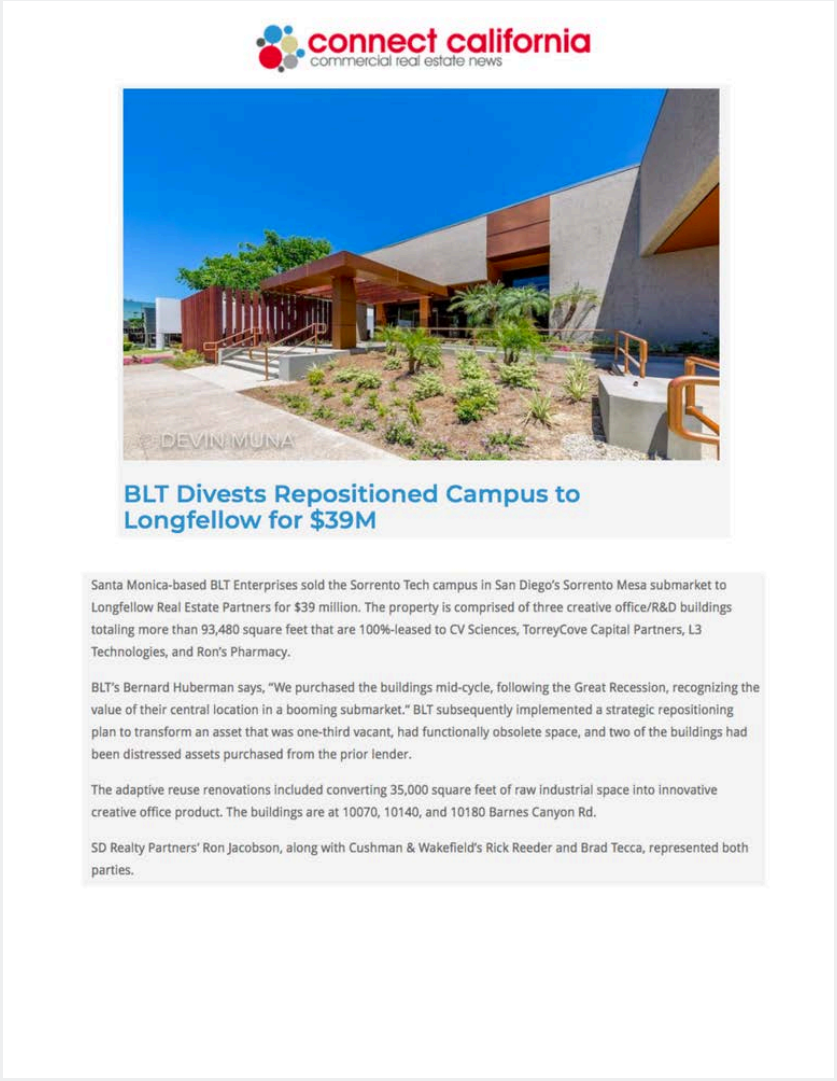

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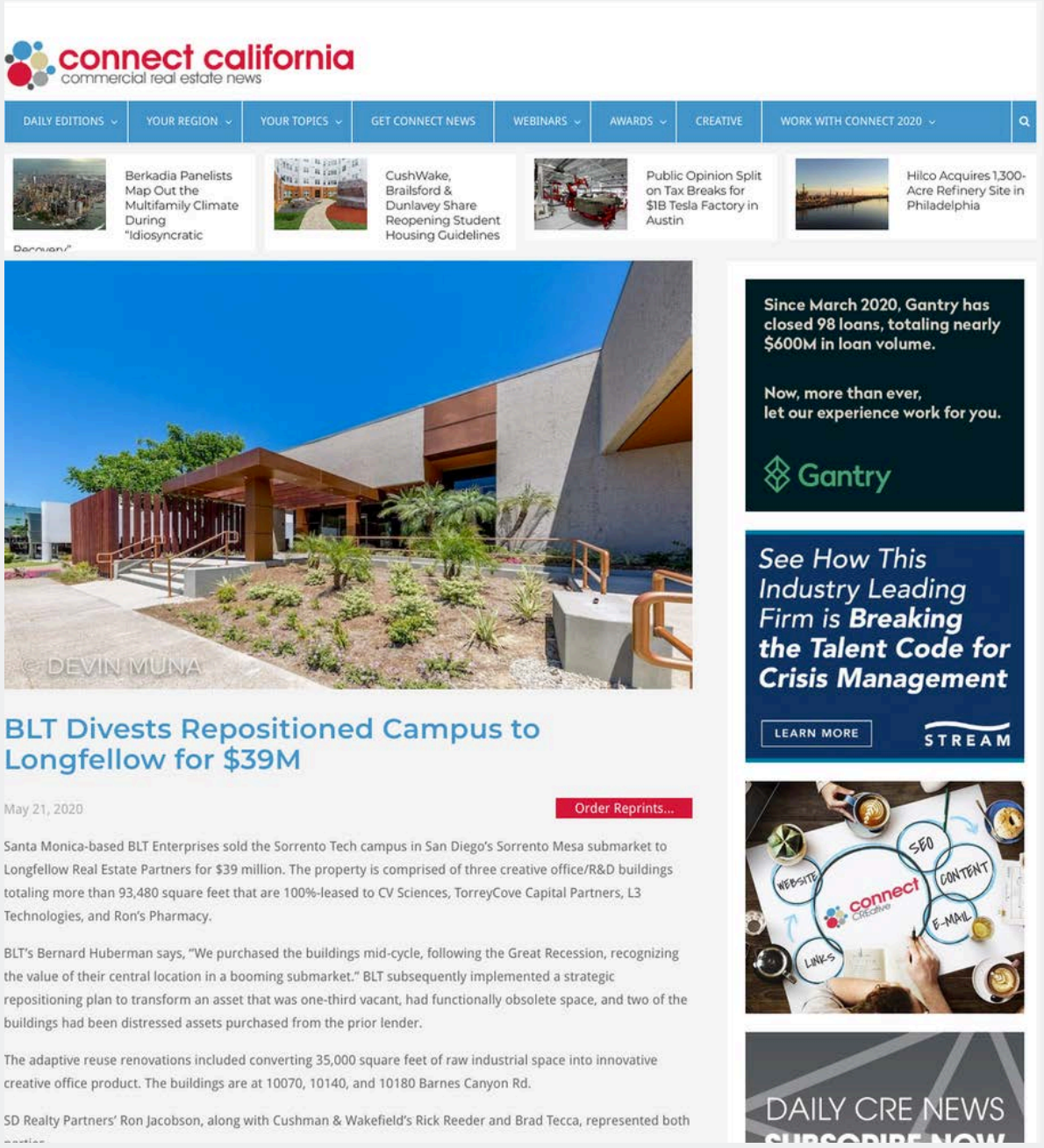
BLT Divests Repositioned Campus to Longfellow for $39M

Santa Monica-based BLT Enterprises sold the Sorrento Tech campus in San Diego's Sorrento Mesa submarket to Longfellow Real Estate Partners for $39 million. The property is comprised of three creative office/R&D buildings totaling more than 93,480 square feet that are 100%-leased to CV Sciences, TorreyCove Capital Partners, L3 Technologies, and Ron's Pharmacy.

BLT's Bernard Huberman says, "We purchased the buildings mid-cycle, following the Great Recession, recognizing the value of their central location in a booming submarket." BLT subsequently implemented a strategic repositioning plan to transform an asset that was one-third vacant, had functionally obsolete space, and two of the buildings had been distressed assets purchased from the prior lender.

The adaptive reuse renovations included converting 35,000 square feet of raw industrial space into innovative creative office product. The buildings are at 10070, 10140, and 10180 Barnes Canyon Rd.

SD Realty Partners' Ron Jacobson, along with Cushman & Wakefield's Rick Reeder and Brad Tecca, represented both parties.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San Diego Campus Sale Reflects Biotech's Drawing Power

Longfellow Buys Buildings in High-Demand Life-Science Enclave

BLT Enterprises this week sold the three-building Sorrento Tech Center campus in San Diego to Longfellow Real Estate Partners for $39 million. (Devin Muna, BLT Enterprises)

By Lou Hirsh
CoStar News
May 21, 2020 | 01:50 P.M.

The sale of a San Diego biotech-focused office campus is the latest of several big deals this year sparked by the region's growing life-science industry, with space demand fueled by factors including enhanced research into coronavirus vaccines and

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Longfellow Real Estate Partners Closes Biz Park Buy in San Diego's Sorrento Mesa Area

In a recent San Diego biz campus buy, Longfellow Real Estate Partners purchased Sorrento Tech campus in Sorrento Mesa for $39 mil. The property is comprised of three creative office/R&D buildings totaling more than 93.5k sf ($417/sf) of space.

The campus is located at 10070, 10140, and 10180 Barnes Canyon Rd. It is currently 100% leased to CV Sciences, TorreyCove Capital Partners, L3 Technologies, and Ron's Pharmacy.

The asset was sold by BLT Enterprises, who, during their four-year ownership of the property, implemented a strategic repositioning plan, driving up the value and bringing the campus to 100% occupancy. The firm's renovations to the campus included transforming a 35k sf raw industrial space into innovative creative office product, offering an open floor plan, complete with three executive offices, a large conference room, an upgraded kitchen, and outdoor patio.

"We purchased the buildings mid cycle following the Great Recession, recognizing the value of their central location in a booming submarket," said BLT Founder and President Bernard Huberman, noting that at the time, one-third of the project was vacant, functionally obsolete space, and two of the buildings had been distressed assets purchased from the prior lender. "We completed a range of light-to-heavy upgrades and the campus has now been fully leased to multiple tenants for several years."

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Ron Jacobson of SD Realty Partners, along with Rick Reeder and Brad Tecca of Cushman & Wakefield, completed the transaction on behalf of both the buyer and the seller.

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Longfellow Real Estate Partners Closes Biz Park Buy in San Diego's Sorrento Mesa Area

5/22/20

In a recent San Diego biz campus buy, Longfellow Real Estate Partners purchased Sorrento Tech campus in Sorrento Mesa for $39 mil. The property is comprised of three creative office/R&D buildings totaling more than 93.5k sf ($417/sf) of space.

The campus is located at 10070, 10140, and 10180 Barnes Canyon Rd. It is currently 100% leased to CV Sciences, TorreyCove Capital Partners, L3 Technologies, and Ron's Pharmacy.

The asset was sold by BLT Enterprises, who, during their four-year ownership of the property, implemented a strategic repositioning plan, driving up the value and bringing the campus to 100% occupancy. The firm's renovations to the campus included transforming a 35k sf raw industrial space into innovative creative office product, offering an open floor plan, complete with three executive offices, a large conference room, an upgraded kitchen, and outdoor patio.

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Daily Business Report-May 22, 2020

The Sorrento Tech campus is comprised of three creative office/R&D buildings . (Photo courtesy of BLT Enterprises)

BLT Enterprises sells three-building office property in Sorrento Mesa for $39 million

BLT Enterprises, a real estate investment company based in Santa Monica, has sold the Sorrento Tech campus, comprised of three creative office/R&D buildings totaling more than 93,480 square feet, in the Sorrento Mesa area of San Diego, to Longfellow Real Estate Partners for $39 million.

BLT Enterprises' renovations to the campus included transforming a 35,000-square-foot raw industrial space into innovative creative office product, offering an open floor plan, complete with three executive offices, a large conference room, an upgraded kitchen, and outdoor patio.

The campus is currently 100 percent leased to CV Sciences, TorreyCove Capital Partners, L3 Technologies, and Ron's Pharmacy.

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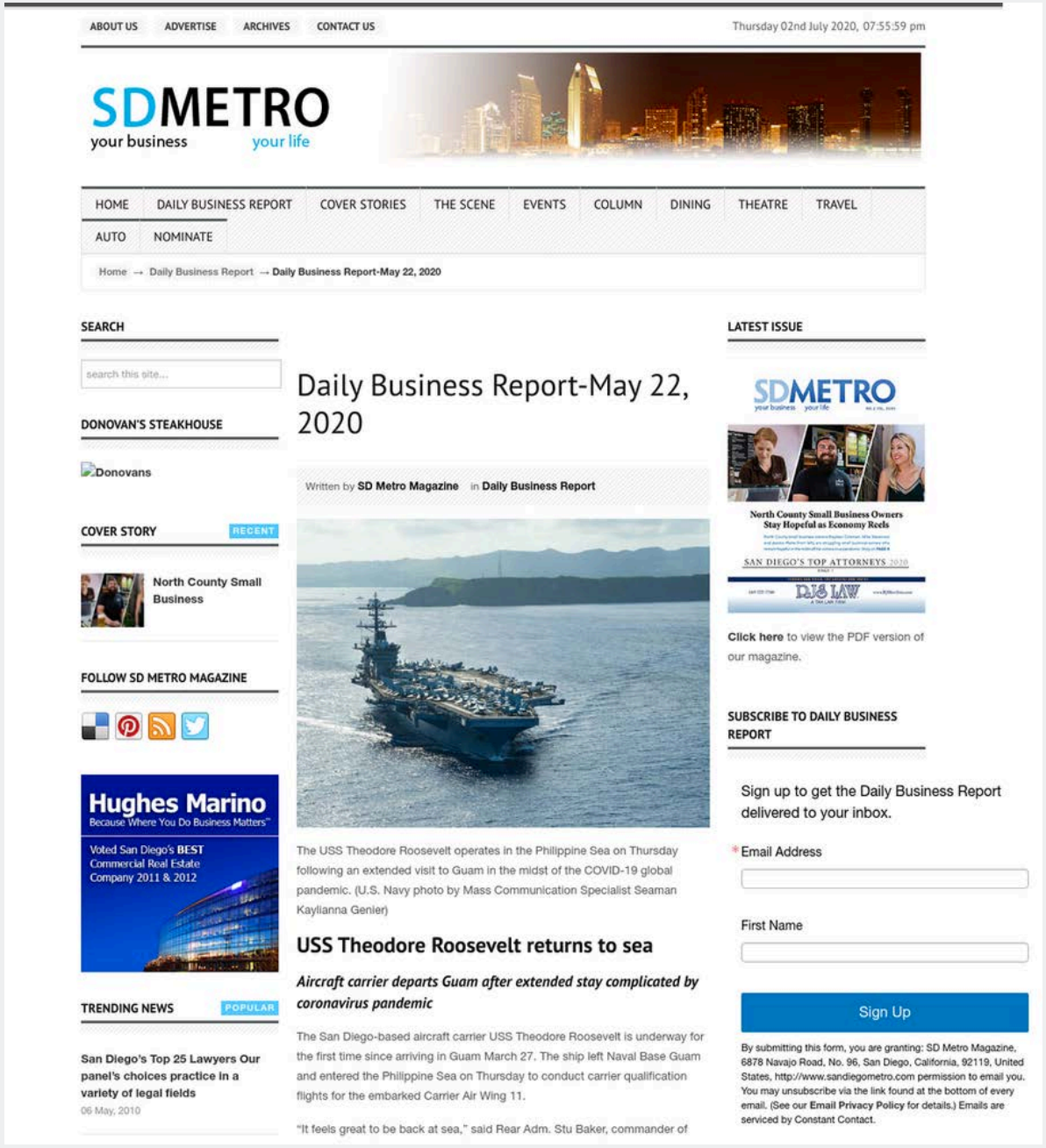
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Daily Business Report-May 22, 2020
Written by SD Metro Magazine in Daily Business Report
The USS Theodore Roosevelt operates in the Philippine Sea on Thursday following an extended visit to Guam in the midst of the COVID-19 global pandemic. (U.S. Navy photo by Mass Communication Specialist Seaman Kaylianna Genier)
USS Theodore Roosevelt returns to sea
Aircraft carrier departs Guam after extended stay complicated by coronavirus pandemic
The San Diego-based aircraft carrier USS Theodore Roosevelt is underway for the first time since arriving in Guam March 27. The ship left Naval Base Guam and entered the Philippine Sea on Thursday to conduct carrier qualification flights for the embarked Carrier Air Wing 11.
"It feels great to be back at sea," said Rear Adm. Stu Baker, commander of
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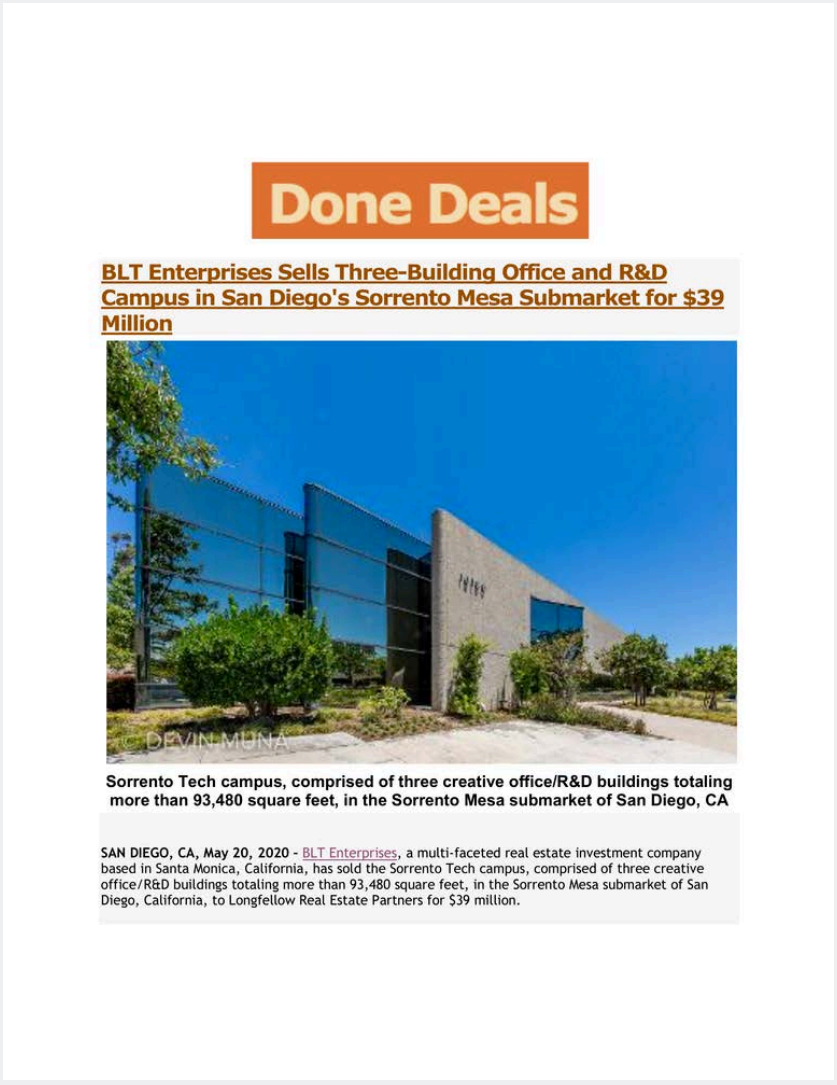

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Wednesday, May 20, 2020

BLT Enterprises Sells Three-Building Office and R&D Campus in San Diego's Sorrento Mesa Submarket for $39 Million

Sorrento Tech campus, comprised of three creative office/R&D buildings totaling more than 93,480 square feet, in the Sorrento Mesa submarket of San Diego, CA

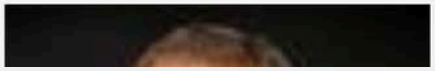
SAN DIEGO, CA, May 20, 2020 - BLT Enterprises, a multi-faceted real estate investment company based in Santa Monica, California, has sold the Sorrento Tech campus, comprised of three creative office/R&D buildings totaling more than 93,480 square feet, in the Sorrento Mesa submarket of San Diego, California, to Longfellow Real Estate Partners for $39 million.

During the firm's four-year ownership of the assets, BLT Enterprises implemented a strategic repositioning plan, driving up the value and bringing the campus to 100% occupancy, according to Founder and President **Bernard Huberman.**

"We purchased the buildings mid cycle following the Great Recession, recognizing the value of their central location in a booming submarket," says Huberman, noting that at the time, one-third of the project was vacant, functionally obsolete space, and two of the buildings had been distressed assets purchased from the prior lender.

"We completed a range of light-to-heavy upgrades and the campus has now been fully leased to multiple tenants for several years."

Drawing on extensive experience in adaptive reuse, BLT Enterprises' renovations to the campus included transforming a 35,000 square-foot raw industrial space into innovative creative office product, offering an open floor plan, complete with three executive offices, a large conference room, an upgraded kitchen, and outdoor patio.



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Tuesday, July 07, 2020 THE COMMUNITY OF BUSINESS™

Unconventional Path Pays Off for BLT

Developer wins with diverse businesses

BLT made its first foray into soundstages in 2019.

Santa Monica-based BLT Enterprises, now a major developer and owner of real estate across several asset types, got its start in an unusual way.

Bernard Huberman, the company's founder, drove a garbage truck after high school and transitioned into picking up demolition debris. He started his own business, which eventually grew to 38 trucks.

In the 1980s Huberman founded BLT Enterprises, left the collection business behind and moved into infrastructure.

Huberman, along with Daniel Rosenthal, BLT's executive vice president and chief administrative officer, developed the Central Los Angeles Recycling and Transfer Station downtown in 1987.

It was one of the company's first projects and combined BLT's previous expertise with its new direction.

For years the company opened and operated transfer stations.

In 1996, BLT started investing in other real estate.

Chief Development and Legal Officer Robert Solomon said BLT now has two lines of operations: waste and recycling, and a portfolio of largely industrial properties.

June 01, 2020 ONLINE

Los Angeles Business Journal (61-171)

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Developer wins with diverse businesses

By Hannah Madans

Monday, June 1, 2020

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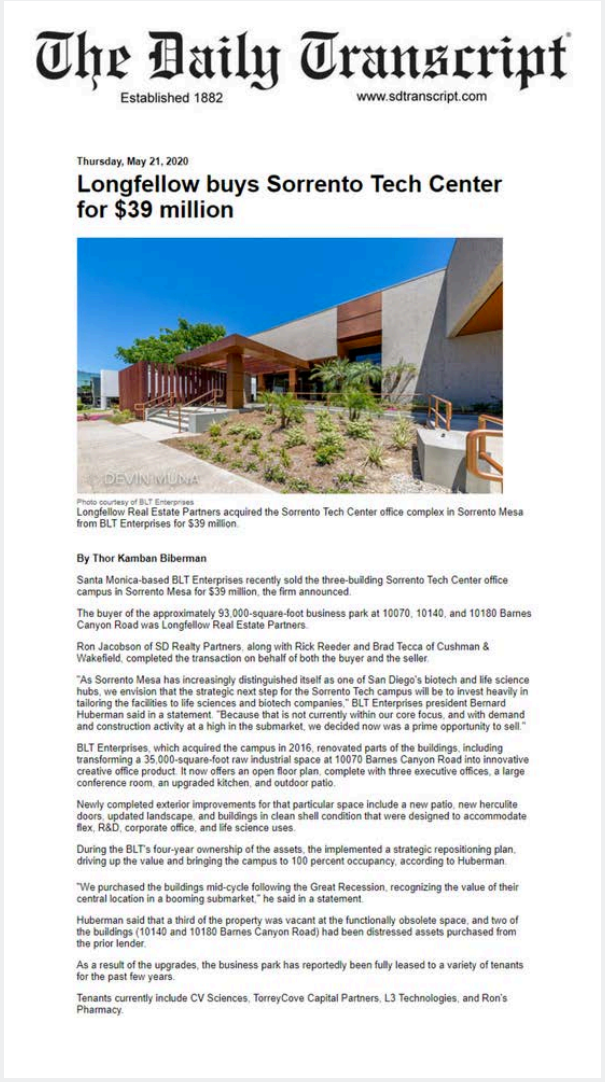

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Thursday, May 21, 2020

Longfellow buys Sorrento Tech Center for $39 million

Photo courtesy of BLT Enterprises
Longfellow Real Estate Partners acquired the Sorrento Tech Center office complex in Sorrento Mesa from BLT Enterprises for $39 million.

By Thor Kamban Biberman

Santa Monica-based BLT Enterprises recently sold the three-building Sorrento Tech Center office campus in Sorrento Mesa for $39 million, the firm announced.

The buyer of the approximately 93,000-square-foot business park at 10070, 10140, and 10180 Barnes Canyon Road was Longfellow Real Estate Partners.

Ron Jacobson of SD Realty Partners, along with Rick Reeder and Brad Tecca of Cushman & Wakefield, completed the transaction on behalf of both the buyer and the seller.

"As Sorrento Mesa has increasingly distinguished itself as one of San Diego's biotech and life science hubs, we envision that the strategic next step for the Sorrento Tech campus will be to invest heavily in tailoring the facilities to life sciences and biotech companies," BLT Enterprises president Bernard Huberman said in a statement. "Because that is not currently within our core focus, and with demand and construction activity at a high in the submarket, we decided now was a prime opportunity to sell."

BLT Enterprises, which acquired the campus in 2016, renovated parts of the buildings, including transforming a 35,000-square-foot raw industrial space at 10070 Barnes Canyon Road into innovative creative office product. It now offers an open floor plan, complete with three executive offices, a large conference room, an upgraded kitchen, and outdoor patio.

Newly completed exterior improvements for that particular space include a new patio, new herculite doors, updated landscape, and buildings in clean shell condition that were designed to accommodate flex, R&D, corporate office, and life science uses.

During the BLT's four-year ownership of the assets, the implemented a strategic repositioning plan, driving up the value and bringing the campus to 100 percent occupancy, according to Huberman.

"We purchased the buildings mid-cycle following the Great Recession, recognizing the value of their central location in a booming submarket," he said in a statement.

Huberman said that a third of the property was vacant at the functionally obsolete space, and two of the buildings (10140 and 10180 Barnes Canyon Road) had been distressed assets purchased from the prior lender.

As a result of the upgrades, the business park has reportedly been fully leased to a variety of tenants for the past few years.

Tenants currently include CV Sciences, TorreyCove Capital Partners, L3 Technologies, and Ron's Pharmacy.

May 21, 2020 ONLINE

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Thursday, July 02, 2020

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San Diego Commercial Real Estate Wrap-Up – May 2020

Office campus trades for $39 million. JLL brokers 143,979-square-foot lease renewal. Catch up with our May selection of San Diego must-reads.

San Diego's commercial real estate sectors had measurable activity in May as the California economy began to reopen, primarily in investment transactions. The city's position as a major life sciences hub could prove a boon to its commercial real estate. Several key deals involved either research facilities or medical office properties. Read our May list of San Diego must-knows:

Sorrento Tech. *Image courtesy of Devin Muna*

1. DEAL – BLT Enterprises sells Sorrento Valley R&D office campus.

Longfellow Real Estate Partners acquired the three-building, 93,480-square-foot Sorrento Tech for $39 million. The buildings, located at 10070, 10140, and 10180 Barnes Canyon Road, came online between 1984 and 1985. BLT had acquired the properties in 2016 for $18.3 million. The campus' tenants include CV Sciences, L3 Technologies and TorreyCove Capital Partners.

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San Diego Commercial Real Estate Wrap-Up – May 2020

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Office campus trades for $39 million. JLL brokers 143,979-square-foot lease renewal. Catch up with our May selection of San Diego must-reads.

By Sergiu Inizian and Pavel Cazacu

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2. DEAL – Downtown retail condo trades for $22 million.

The 43,000-square-foot unit, fully occupied by an Albertsons grocery store, sold in a 1031 exchange. Marcus & Millichap affiliate The Mansour Group closed the deal. The condominium, located at 655 14th St., is on the ground floor of Equity Residential's 229-unit Market Street Village Apartments, half a mile northeast of Petco Park.

3. DEAL – JLL arranges Qualcomm lease renewal in Sorrento Mesa.

The landlord, La Jolla Management, agreed to the 143,979-square-foot deal

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BLT Enterprises Sells Three-Building Sorrento Tech Campus in San Diego for $39M

CV Sciences, TorreyCove Capital Partners, L3 Technologies and Ron's Pharmacy occupy Sorrento Tech Campus on Barnes Canyon Road in San Diego.

SAN DIEGO, CALIF. — Santa Monica, Calif.-based BLT Enterprises has completed the disposition of Sorrento Tech Campus, a three-building creative office/R&D complex located in San Diego's Sorrento Mesa submarket. Longfellow Real Estate Partners acquired the campus for $39 million.

Located at 10070, 10140 and 10180 Barnes Canyon Road, the complex totals 83,480 square feet. BLT Enterprises implemented a repositioning plan of the original campus, which it acquired in 2016. The renovations included transforming 35,000 square feet of raw industrial space into innovative creative office product with an open floor plan, three executive offices, a large conference room, an upgraded kitchen and an outdoor patio.

CV Sciences, TorreyCove Capital Partners, L3 Technologies and Ron's Pharmacy fully occupied the complex at the time of sale.

Ron Jacobson of SD Realty Partners, along with Rick Reeder and Brad Tecca of Cushman & Wakefield, completed the transaction on behalf of the buyer and seller.

May 28, 2020 ONLINE

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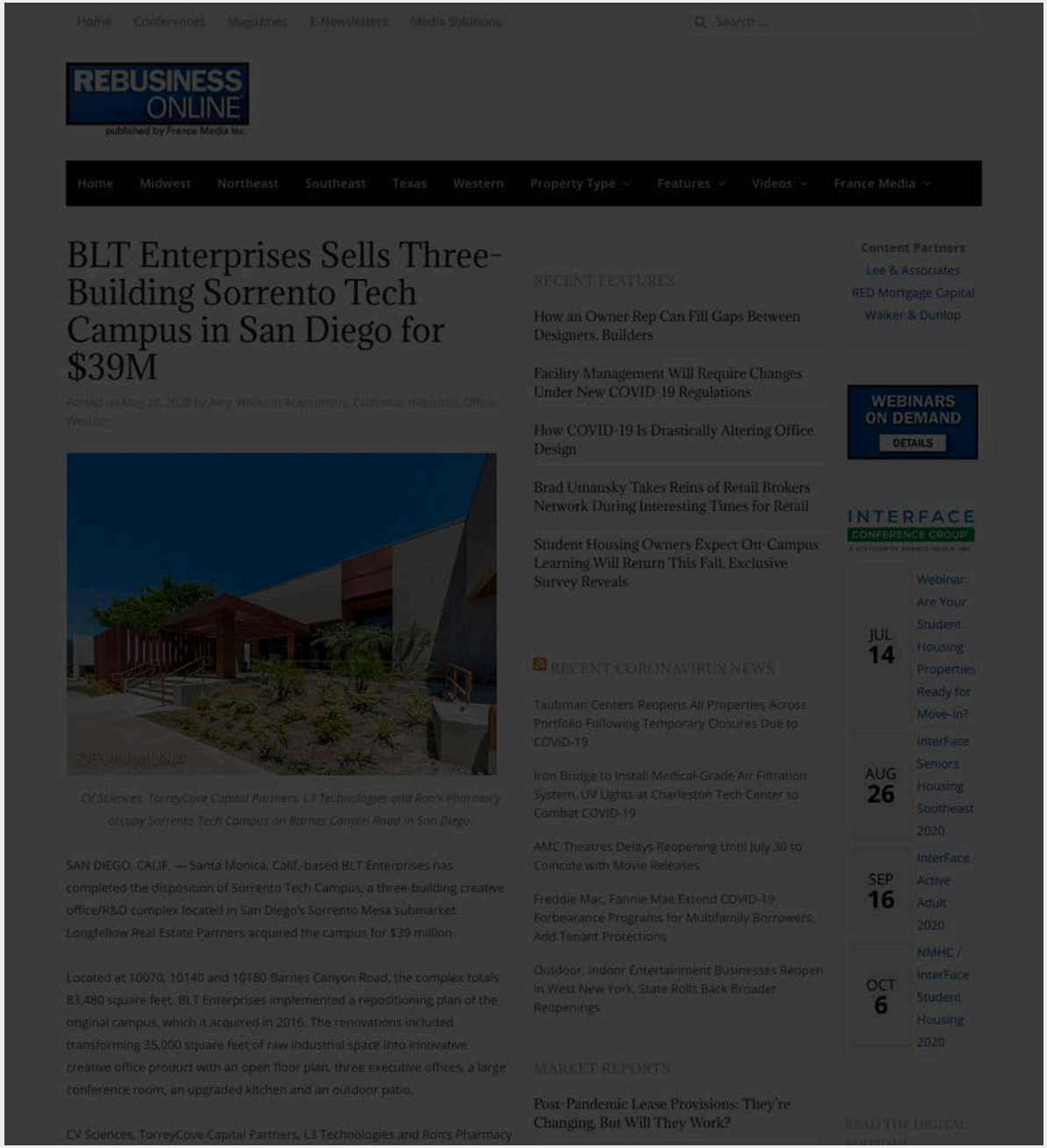
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BLT Enterprises Sells Three-Building Sorrento Tech Campus in San Diego for $39M
Posted on May 29, 2020 by Amy Works in Acquisitions, California, Industrial, Office, Western
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CV Sciences, TorreyCove Capital Partners, L3 Technologies and Ron's Pharmacy
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Unconventional Path Pays Off for BLT

REAL ESTATE: Developer wins with diverse businesses

By **HANNAH MADANS** *Staff Reporter*

Santa Monica-based **BLT Enterprises**, now a major developer and owner of real estate across several asset types, got its start in an unusual way.

Bernard Huberman, the company's founder, drove a garbage truck after high school and transitioned into picking up demolition debris. He started his own business, which eventually grew to 38 trucks.

Solomon

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It was one of the company's first projects and combined BLT's previous expertise with its new direction.

For years the company opened and operated transfer stations.

In 1996, BLT started investing in other real estate.

Chief Development and Legal Officer

Please see BLT page 34

Greater Good: Trilinc Global CEO Gloria Nelund focuses on impact investments.

SUSTAIN AND GAIN

Trilinc makes the most of socially conscious investing

By **JAMES B. CUTCHIN** *Staff Reporter*

Last year saw record levels for socially conscious investing, with sustainable fund assets reaching $950 billion globally in 2019 — the highest ever, according to research firm **Morningstar Inc.**

And early this year, the head of the world's largest asset manager, **Blackrock Inc.**, flagged sustainability issues as serious investment risks and said his firm would be pulling back from certain fossil fuel investments.

Then Covid-19 hit, rocking global markets and tightening or closing the flow of investment dollars to most industries. Rather than hindering the rise of sustainable investing, however, the pandemic appears to be helping to validate the sector's staying power.

In the first quarter of 2020, global sustainable fund assets declined by 12%, compared to a drop of 18% in the overall fund universe, according to Morningstar.

Manhattan Beach-based sustainable investment firm **Trilinc Global** has continued to invest throughout the pandemic,

Please see TRILINC page 35

TRILINC GLOBAL

Divorce Firms Expect Surge

LAW: Post-lockdown period will lead to 'very busy' time

By **NEAL KOCH** *Deputy Editor*

For 23 years, **Barbara Hammers**' family law practice **Hammers & Baltazar**, with offices in Santa Monica and West L.A., hummed along. As one divorce case ended, another walked in the door, providing a steady income.

Phillips

Then the pandemic lockdown hit. "It was really weird," Hammers said. "The phone just stopped ringing, even from existing clients."

When Los Angeles County Superior Court Presiding Judge **Kevin Brazile** closed most of the nation's largest court system March 23 amid staff concerns about safety during the outbreak, 45% to 50% of her firm's annual gross revenue evaporat-

Please see DIVORCE page 36

Women's Clubs Find a Way

NETWORKING: Chief, AllBright adapt for members

By **DIANE HAITHMAN** *Staff Reporter*

Chief, a private executive organization designed to help women network their way into positions of power, had big plans to open a 13,000-square-foot, multi-use clubhouse on La Cienega Boulevard near Melrose Avenue this spring.

Bahamón

But with the building still under construction and the Covid-19 crisis raging, the opening has been delayed indefinitely.

Instead of postponing the launch of Chief L.A., however, the membership group has taken its extensive networking, coaching, seminars and community events virtual while awaiting the opportunity to open its doors in West Hollywood. Members also will get one free one-on-one

Please see CLUBS page 37

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MINORITY-OWNED BUSINESSES
Los Angeles County-based companies ranked by 2019 revenue
See page 14

RETAIL: Bride and Gloom
LA's wedding industry is reeling, but vendors can envision a happy ending. Page 8

STYLE: Executive Insights
Lido Advisors' Alyssa Weinberger and others on their pandemic-driven work routines. Page 31

June 01, 2020

Los Angeles Business Journal PRINT (61-171)

BLT: Investments Pay Off in Industrial, Soundstages

Continued from page 1

Robert Solomon said BLT now has two lines of operations: waste and recycling, and a portfolio of largely industrial properties.

"Industrial real estate kind of flowed from the company's logistics background in the waste business," Solomon said.

Industrial focus

BLT moved its headquarters a few times before settling in Santa Monica in 2016.

It does not have outside investors, preferring to fund its own projects and acquisitions.

So far, the company has developed more than 5 million square feet of industrial real estate in Southern California.

"It's an asset class that we have always invested in and understand," Solomon said. "We focus on coastal Southern California. In California, we've got the fifth-largest economy in the world, two of the largest ports in the world (and) a major transportation corridor. The networks and the industrial product always fit within our DNA and business model, and with the continued rise in ecommerce (the area) is even more popular."

BLT has acquired more than $2 billion worth of commercial real estate in California.

From 2014 to 2016, BLT shifted its geographic focus. The group sold some of its holdings in Ventura County and acquired roughly $65 million of properties in West Los Angeles and Santa Monica.

The company's tenants include **Amazon.com Inc.** and **Pepsi Co.**

BLT does ground-up construction as well as acquisitions.

"Most of what we own today was bought either fully leased or was a reposition," Solomon said.

While BLT may focus on Southern California, one of the company's biggest industrial properties is a 412,000-square-foot industrial campus purchased in 2004 in Newark in the Silicon Valley.

BLT also owns a 70,000-square-foot facility built for **Volkswagen Group of America Inc.** in Oxnard in 2012. Solomon said the site is used as Volkswagen's North American emissions testing facility.

One of the benefits of industrial properties, he said, is their long-term nature.

In multitenant office buildings, interiors need to be rebuilt every 10 years and when tenants leave, he said. But with industrial buildings, the company simply needs a new tenant to fill the property after a tenant leaves.

And with L.A.'s tight industrial market, tenants are not usually hard to find.

During the first quarter of 2020, the vacancy rate at industrial properties in Los Angeles County was a mere 2.7%, according to data from **Jones Lang LaSalle Inc.**

The industrial category is faring better than other asset types now.

"It's a safe asset class. You've got a variety of types of uses," said **Patrick DuRoss** of **Newmark Knight Frank.**

DuRoss added that pre-Covid, industrial had become an increasingly in-demand asset class. "Industrial has come a long way in terms of investors' interest in it," he said.

In Southern California, industrial vacancy rates were as low as 1% while office vacancy rates were more like 10% to 20%, Du Ross added.

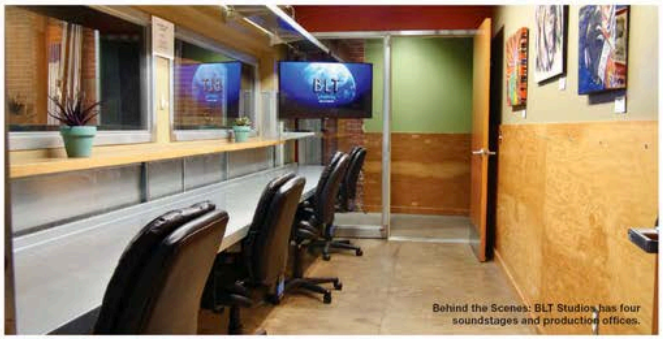
"The metrics on it and what people see moving forward makes it a desirable asset class for rental growth and a stability standpoint and future demand," he said.

Soundstage player

In 2019, BLT made its first foray into another asset type: soundstages.

The company established BLT Studios last year when it purchased what was then known as the Ben Kitay Stages in Hollywood for an undisclosed sum.

"It's a great location. We love the Hollywood market, and even though we are now running and operating as BLT Studios and like that business, the production space is similar to industrial space. The market is strong in Southern California for that type of space, and it's good real estate," Solomon said.



Behind the Scenes: BLT Studios has four soundstages and production offices.

Pivoting to Hollywood: BLT made its first foray into soundstages in 2019.

"That intertwines in industrial a decent amount," Du Ross said of soundstages. "There's been some land that has been purchased in the last few years that has been industrially zoned that has gone the way of soundstages and studios."

And there's a major financial upside to studios.

John Tronson, a principal at **Avison Young**, said soundstage owners could charge a lot "for a big wide-open space that you don't have to do any (tenant improvements) for."

BLT Studios has four soundstages, production offices and parking.

Solomon said the company is interested in further studio acquisitions, as well as other buildings that support entertainment clients.

Some of the company's acquisitions since then have included a production and entertainment office at 6151 Santa Monica Blvd. that BLT plans to turn into an industrial compound for production companies and other tenants.

BLT isn't the only developer interested in soundstages. Companies like **Hackman Capital Partners** and **Hudson Pacific Properties Inc.** have purchased soundstages around L.A. in recent years.

"There's absolutely been a dramatic increase over the last five years, really over the last 20 years, but ramping up over the last five years, with all of these new platforms producing their own content," Tronson said. That new content has resulted in a "huge demand spike for these stages."

Tronson added that the "30-Mile Zone," or TMZ, starting at the intersection of Beverly Boulevard and La Cienega Boulevard, is really where people want soundstages to be, as union labor rates are lower inside the zone.

That makes product available in that area incredibly desirable.

And it's hard to build new soundstages because of the space required. Not only are stages large, but they need excess land for trailers and other equipment.

"As L.A. gets more and more dense, building stages makes less and less sense," Tronson said.

And soundstages aren't necessarily an asset class other investors are going to start buying in bulk.

"There's so little product to buy. I don't see a lot of other people rushing into the market. There's not enough to buy," Tronson said.

New opportunities

Solomon said BLT is now looking at real estate "before and after coronavirus" but is still interested in good opportunities in the market.

"Downside risk management is in our DNA. When we look at any investment opportunity, we look at what your downside is because the upside will take care of itself and that applies today," he said.

The company is looking for investments of $2 million to $75 million.

The fact that BLT does not have investors is a plus right now, according to Solomon, because the company does not have mandates on how to invest its money.

And BLT plans to continue looking at asset classes where it has had success in the past.

"We like industrial, we like transportation facilities, cold storage, and then we've done several creative office conversions," Solomon said. "We are taking old industrial buildings and converting them to higher and better use."

With Covid-19, he added, "We're in choppy waters now, but over the long run, we'll get through this and continue to invest in Southern California real estate, which in the long run is a good bet."

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July 16, 2020 ONLINE

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The asset, which was acquired for $40.45 million, is fully leased to SAFC Carlsbad, Inc. The tenant is a subsidiary of Merck KGaA, a multinational pharmaceutical, life sciences, and research and development company headquartered in Darmstadt, Germany. Photo courtesy: BLT Enterprises)

BLT Enterprises Bolsters Southern California Portfolio with Three Industrial Assets Totaling more than 191,700 Square Feet

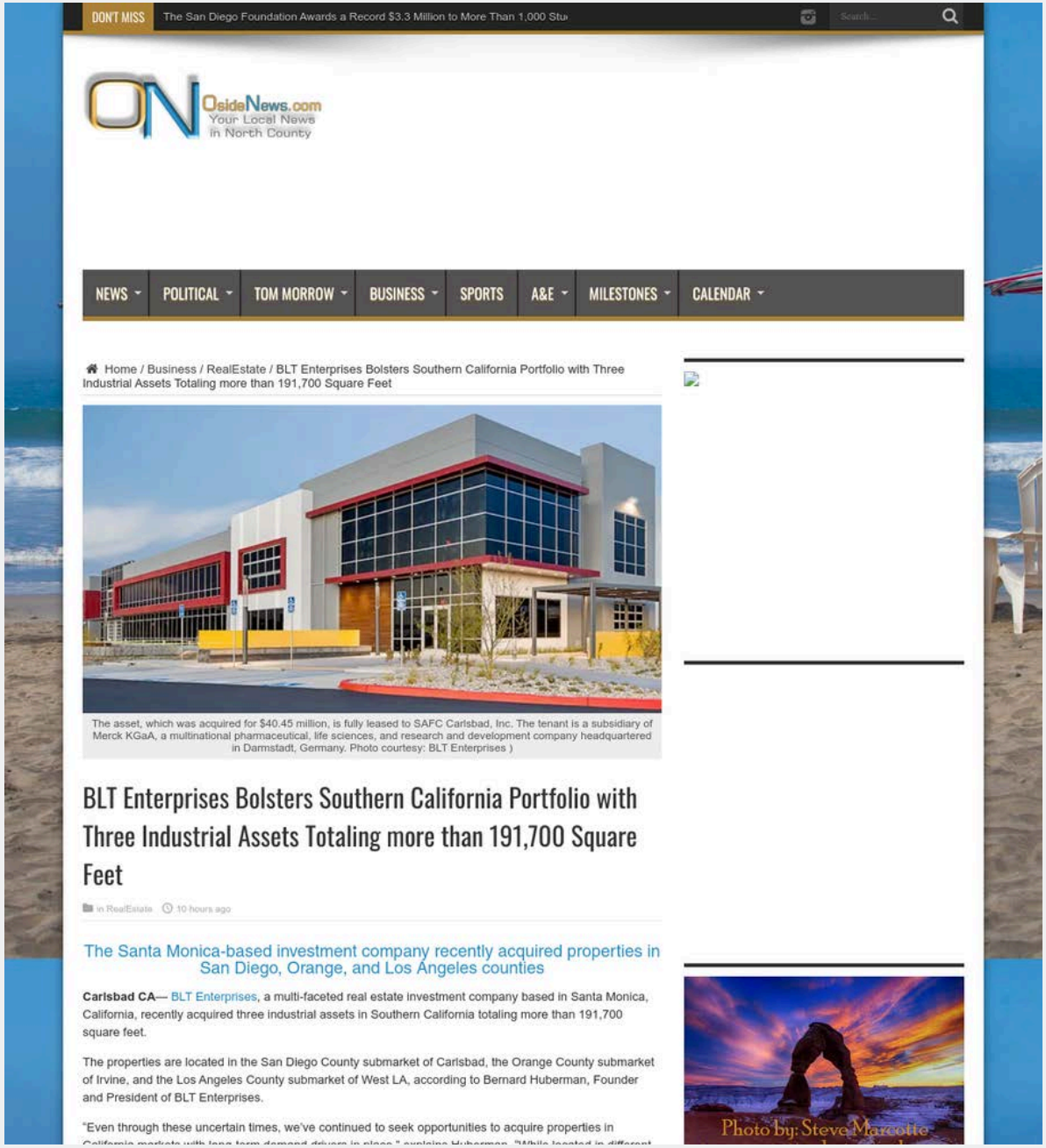
The Santa Monica-based investment company recently acquired properties in San Diego, Orange, and Los Angeles counties

Carlsbad CA— BLT Enterprises, a multi-faceted real estate investment company based in Santa Monica, California, recently acquired three industrial assets in Southern California totaling more than 191,700 square feet.

The properties are located in the San Diego County submarket of Carlsbad, the Orange County submarket of Irvine, and the Los Angeles County submarket of West LA, according to Bernard Huberman, Founder and President of BLT Enterprises.

"Even through these uncertain times, we've continued to seek opportunities to acquire properties in California markets with long-term demand drivers in place," explains Huberman. "While located in different regions of Southern California, these three new additions to our portfolio are all well aligned with our proven strategy of acquiring quality industrial properties in excellent, accessible locations near major transportation hubs."

The three acquisitions include: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in RealEstate
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"Even through these uncertain times, we've continued to seek opportunities to acquire properties in
Photo by: Steve Marcotte

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BLT Enterprises Acquires Industrial Life Sciences Facility in Southern California for $40.4M

SAFC Carlsbad, a subsidiary of Merck KGaA, occupies the 146,100-square-foot industrial life science facility at 2827 Whiptail Loop West in Carlsbad, Calif.

CARLSBAD, CALIF. — BLT Enterprises has purchased an industrial life sciences property located at 2827 Whiptail Loop West in Carlsbad. RPG sold the asset for $40.4 million.

Completed in 2019, the 146,100-square-foot property features 30-foot clear heights, eight dock-high doors, four grade-level doors, 4,000 amps of power, Grade B, C, D classification clean rooms, a dedicated lab exhaust system, a vacuum pump system and a PH neutralization system.

SAFC Carlsbad Inc. fully occupies the property. The tenant is a subsidiary of Merck KGaA, a multinational pharmaceutical, life sciences, research and development company headquartered in Darmstadt, Germany.

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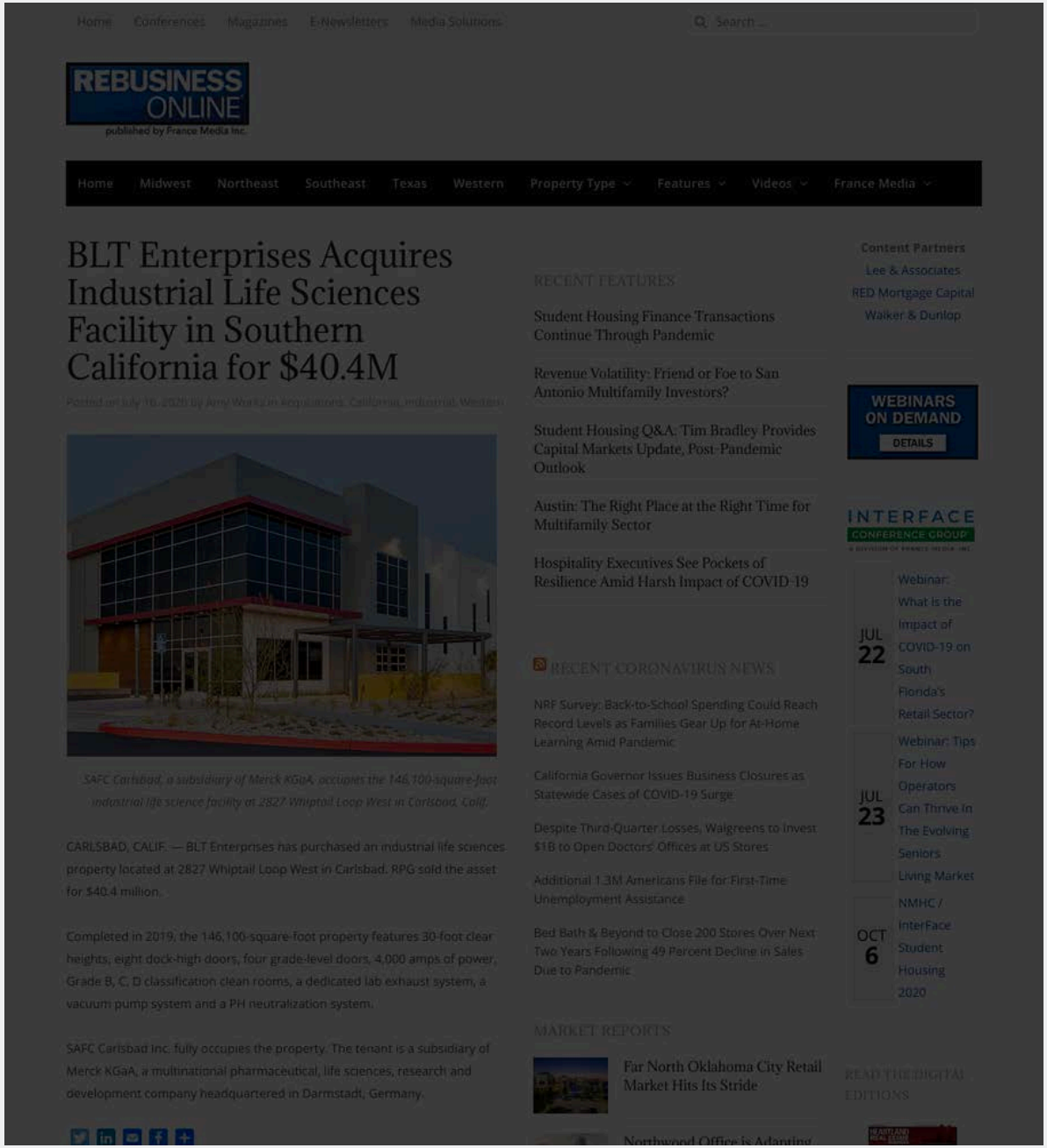
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Posted on July 16, 2020 by Amy Works in Acquisitions, California, Industrial, Western
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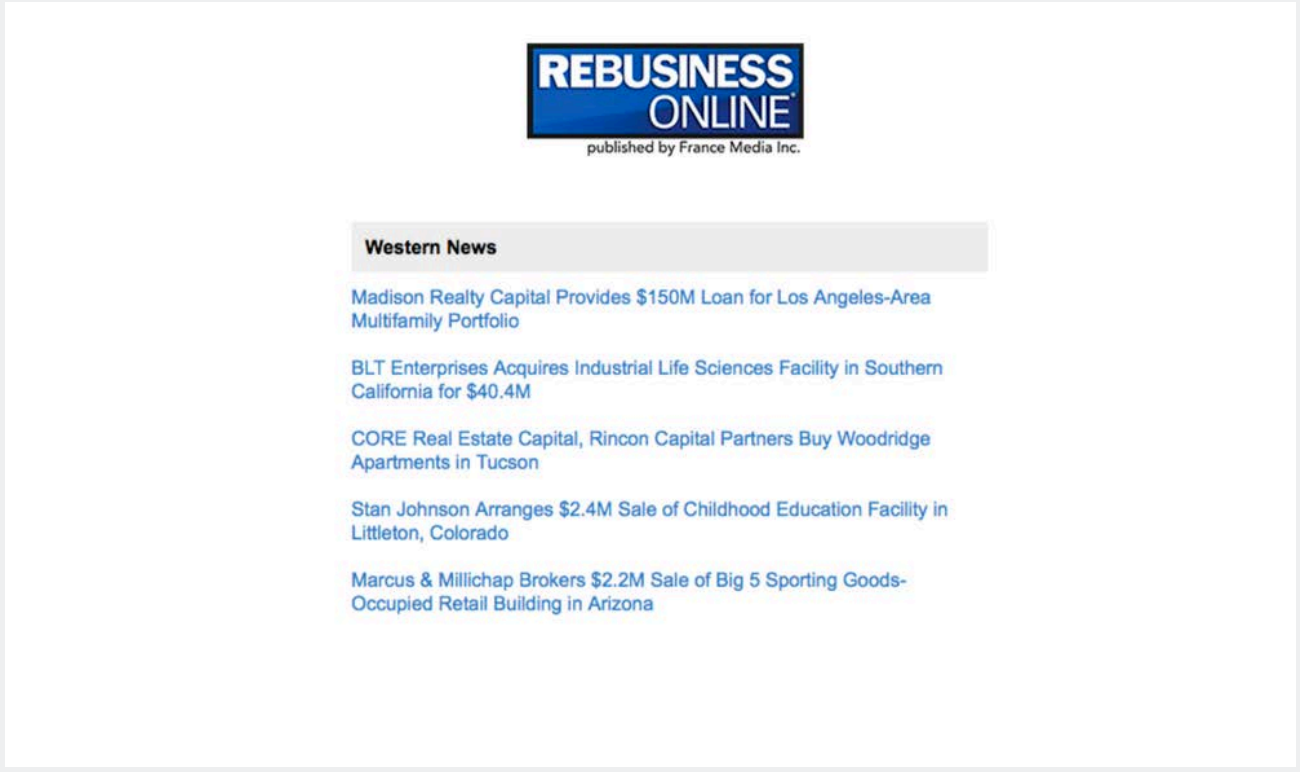

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BLT Bolsters Southern California Portfolio with Three Industrial Assets Totaling More Than 191,700 SF

CARLSBAD, IRVINE, and LOS ANGELES, CA – BLT Enterprises, a multi-faceted real estate investment company based in Santa Monica, California, recently acquired three industrial assets in Southern California totaling more than 191,700 square feet.

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"Even through these uncertain times, we've continued to seek opportunities to acquire properties in California markets with long-term demand drivers in place," explains Huberman.

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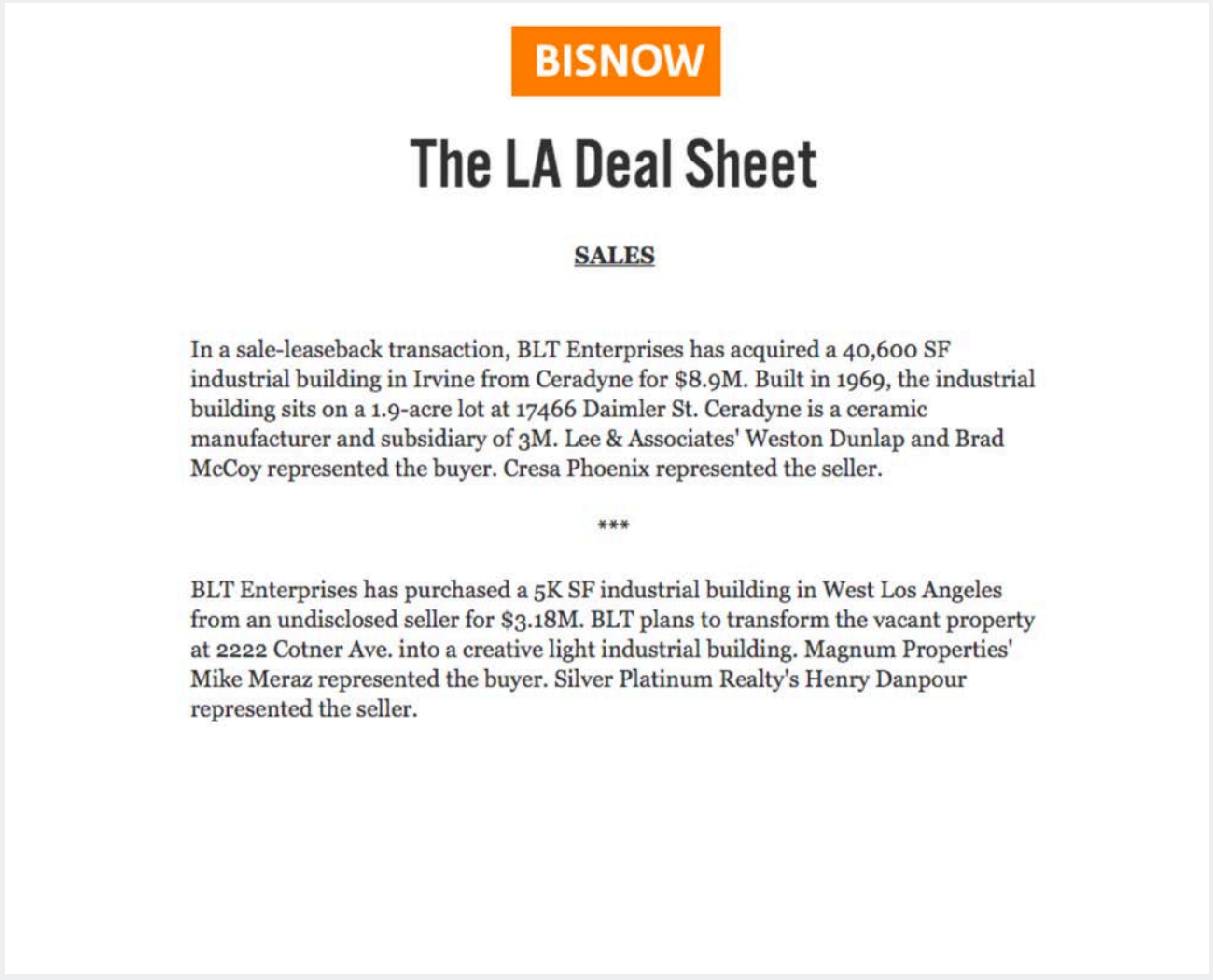

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SALES

In a sale-leaseback transaction, BLT Enterprises has acquired a 40,600 SF industrial building in Irvine from Ceradyne for $8.9M. Built in 1969, the industrial building sits on a 1.9-acre lot at 17466 Daimler St. Ceradyne is a ceramic manufacturer and subsidiary of 3M. Lee & Associates' Weston Dunlap and Brad McCoy represented the buyer. Cresa Phoenix represented the seller.

***

BLT Enterprises has purchased a 5K SF industrial building in West Los Angeles from an undisclosed seller for $3.18M. BLT plans to transform the vacant property at 2222 Cotner Ave. into a creative light industrial building. Magnum Properties' Mike Meraz represented the buyer. Silver Platinum Realty's Henry Danpour represented the seller.

July 20, 2020 ONLINE

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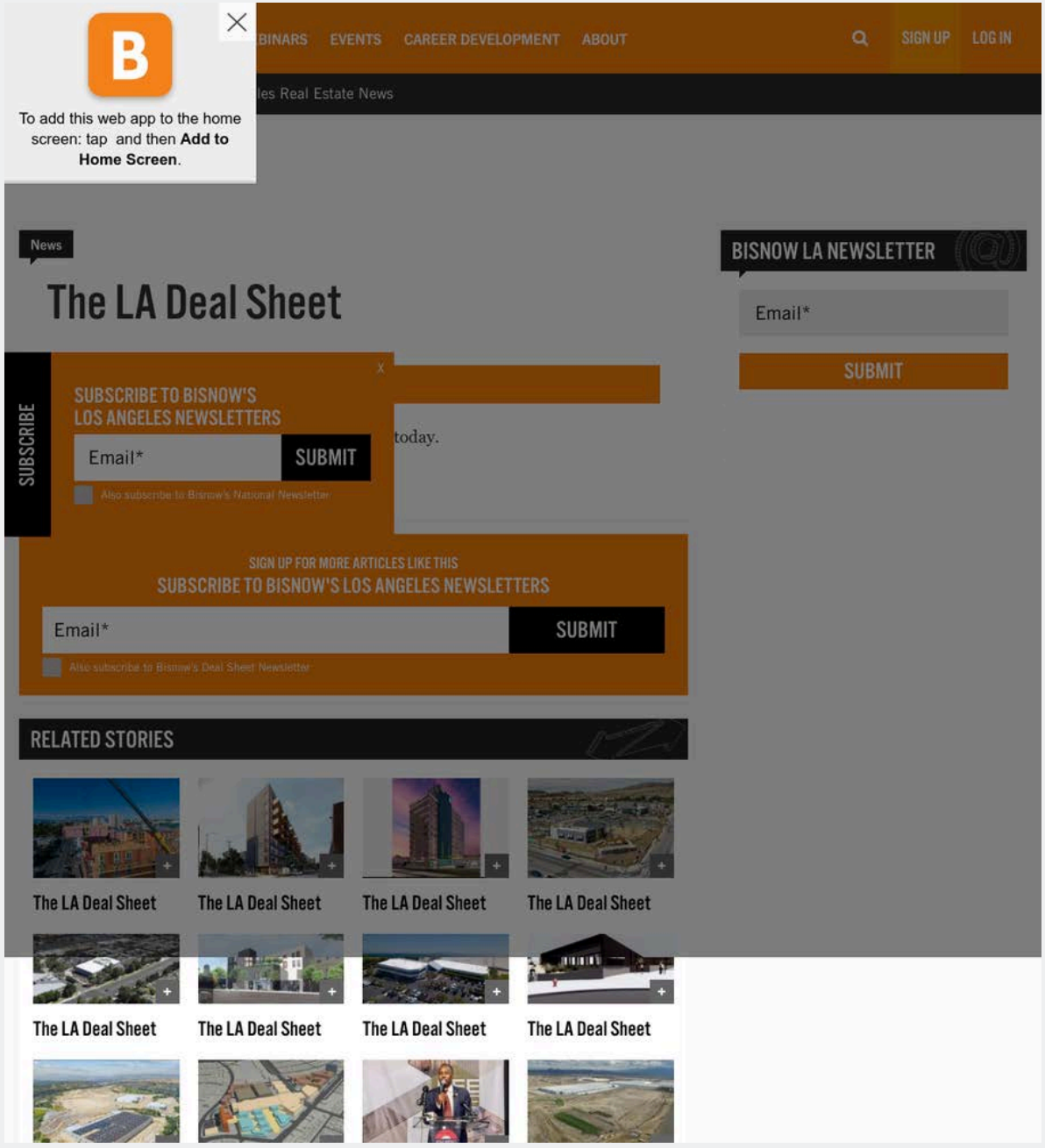
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BLT Enterprises Adds Three Industrial Sites for $53 Million

BLT Enterprises' $40 million Carlsbad industrial life science property includes a sun deck, bocce ball court and a barbecue.

BLT Enterprises shows no signs of slowing, even as the pandemic brings uncertainty to the real estate market.

The Santa Monica-based real estate developer and owner recently acquired three industrial assets across Southern California for a combined $52.5 million.

The properties, totaling nearly 192,000 square feet, are located in Carlsbad, Irvine and West Los Angeles.

"Even through these uncertain times, we've continued to seek opportunities to acquire properties in California markets with long-term demand drivers in place," Bernard Huberman, founder and president of BLT Enterprises, said in a statement.

"While located in different regions of Southern California, these three new additions to our portfolio are all well aligned with our proven strategy of acquiring quality industrial properties in excellent, accessible locations near major transportation hubs," he added.

The Carlsbad site, at 2827 Whiptail Loop West, is a roughly 146,000-square-foot industrial life science property that was built in 2019.

July 27, 2020 ONLINE

Los Angeles Business Journal (61-175)

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By Hannah Madans

Monday, July 27, 2020

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Los Angeles Times (61-179)

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Los Angeles Times

An Old Hollywood studio lot, called Television Center, gets new owners

Television Center, a Hollywood movie studio that was once home to Technicolor's film-making laboratory and Metro Pictures Corp., has been sold for $64 million. (BLT Enterprises)

Television Center, a Hollywood movie studio that was once home to Technicolor's film-making laboratory and Metro Pictures Corp., has been sold for $64 million.

The 6.4-acre complex on Romaine Street was purchased by BLT Enterprises, a Santa Monica real estate company that has been expanding into Hollywood. With the acquisition, BLT now owns more than 250,000 square feet of office, production and studio space in the neighborhood, including four soundstages.

"Some people may think we're crazy [buying] in the middle of the pandemic, but we have been acquiring properties in Hollywood in the last few years," said Robert Solomon, head of development at BLT.

The seller was a private partnership.

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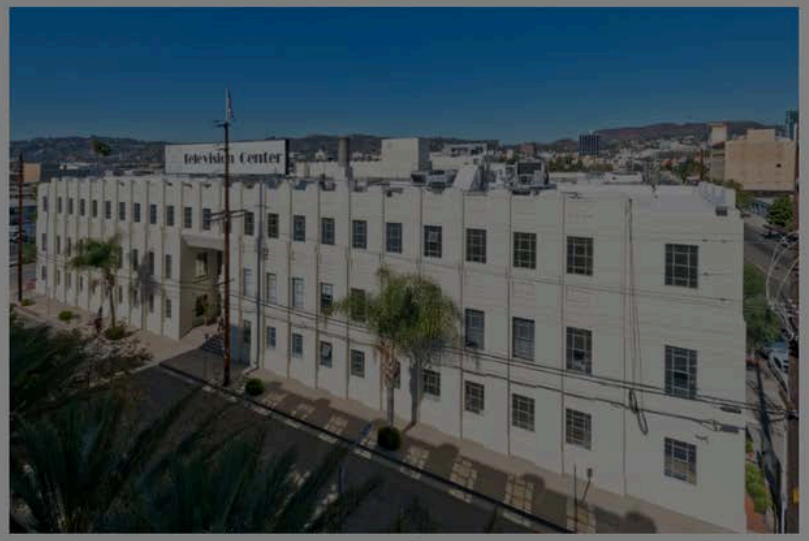
An Old Hollywood studio lot, called Television Center, gets new owners



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By ROGER VINCENT | STAFF WRITER

AUG. 4, 2020 | 6 AM

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Orange County Business Journal

August 03, 2020 ONLINE

Orange County Business Journal (61-175)

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Body Armor Maker Ceradyne Sells Irvine Facility to BLT

INDUSTRIAL SALE FOLLOWS UNIT'S $116M SALE BY 3M

Costa Mesa-based Ceradyne Inc., a maker of ceramic-based body armor and other products for the defense, industrial and commercial markets that was once among Orange County's largest public companies, has sold what's said to be the only property it owned in the area, about seven months after an ownership change for the business.

The company recently sold its Irvine industrial manufacturing plant at 17466 Daimler St. for $8.9 million.

The body armor manufacturer has occupied the 40,000-square-foot property since 2002.

BLT Enterprises of Santa Monica is the new owner, paying $222.50 per square foot for the building not far from the headquarters of OC's largest public company, Edwards Lifesciences Corp.

Ceradyne's Sales

Founder Joel Moskowitz started Ceradyne as a $5,000 investment with three friends in 1967.

Moskowitz, who died in 2015, was a resident of Corona del Mar.

The company was among OC's top 25 public companies in the early and mid-2000s, with sales topping $500 million, thanks to its military contracts during the Iraq and Afghanistan wars. It makes bulletproof vest inserts for soldiers, as well as armor patches for military vehicles.

Ceradyne was acquired in 2012 by Maplewood, Minn.-based 3M Co. (NYSE: MMM) in a deal valued at $860 million.

News reports indicate the 3M business unit that Ceradyne was part of was sold once again at the start of 2020, as part of the sale of 3M's armor business to British manufacturer Avon Rubber—a $116 million cash deal.

Nearly 280 employees were included as part of that deal, which also gave Avon the rights to the Ceradyne brand.

In addition to Irvine, the firm counted manufacturing sites in Kentucky, Michigan, China and Canada at points.

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August 04, 2020 ONLINE

L.A. Biz (61-179)

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L.A. BIZ

BLT Enterprises continues Hollywood expansion with Television Center acquisition

Television Center once served as Technicolor's headquarters as well as the studio lot for Metro Pictures Corp., which merged into Metro-Goldwyn-Mayer in 1924.

BLT Enterprises has acquired more Hollywood real estate.

The Santa Monica, California-based real estate from has bought Television Center from a private seller. The sale price was $64 million, according to the Los Angeles Times.

Located at 6311 Romaine Street just south of Santa Monica Boulevard, the 6.4-acre property once served as Technicolor's headquarters as well as the studio lot for Metro Pictures Corp., which merged into Metro-Goldwyn-Mayer in 1924.

Today the approximately 200,000-square-foot site rents space to a mix of entertainment, media and technology companies as well as a Gold's Gym. The property includes gated access, production facilities, nearly 800 parking spaces and outdoor amenities.

BLT has renamed the property Hollywood Media Center to better reflect the contemporary content landscape as well as the neighborhood's surging popularity among entertainment companies including Netflix.

Commercial Real Estate

BLT Enterprises continues Hollywood expansion with Television Center acquisition

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BLT ENTERPRISES

By Annlee Ellingson – Staff Reporter, L.A. Biz
8 minutes ago

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BLT Enterprises
Santa Monica, CA

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The Santa Monica, California-based real estate from has bought Television Center from a private seller. The sale price was $64

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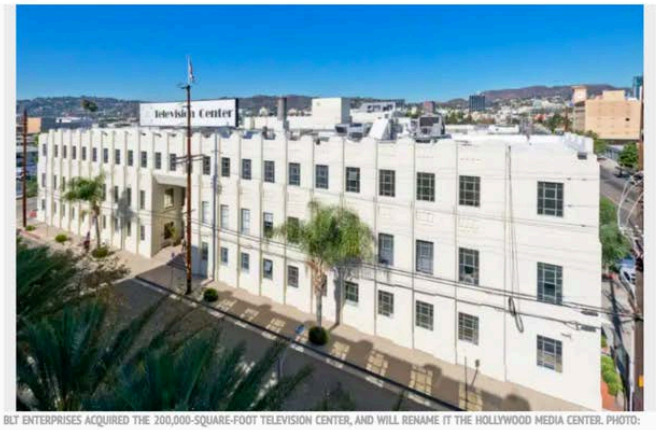
Demand for production space has remained rampant in L.A. since the pandemic hit



BLT ENTERPRISES ACQUIRED THE 200,000-SQUARE-FOOT TELEVISION CENTER, AND WILL RENAME IT THE HOLLYWOOD MEDIA CENTER. PHOTO: BLT ENTERPRISES

Another movie studio has been sold in Los Angeles, adding to the string of recent blockbuster trades for filming space in the world's showbiz capital.

BLT Enterprises announced it acquired the 200,000-square-foot **Television Center** complex in Hollywood for $64 million. Property records show that it was owned by an entity tied to **Bixby Bridge Capital LLC.** The 6.4-acre campus will be renamed the **Hollywood Media Center.**

It was built in the 1920s and was the original headquarters for **Technicolor** and the studio lot for **Metro Pictures Corp.**, which became **Metro-Goldwyn-Mayer** (MGM). Technicolor's processing lab handled classics such as *The Wizard of Oz*, *Singin' in the Rain* and *The Godfather, Part II*. It's located at **6311 Romaine Street**, between Cahuenga Boulevard and Cole Avenue, just south of Santa Monica Boulevard.

COMMERCIAL OBSERVER

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BY GREG CORNFIELD AUGUST 4, 2020 3:00 PM

REPRINTS

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Another movie studio has been sold in Los Angeles, adding to the string of recent blockbuster trades for filming space in the world's showbiz capital.

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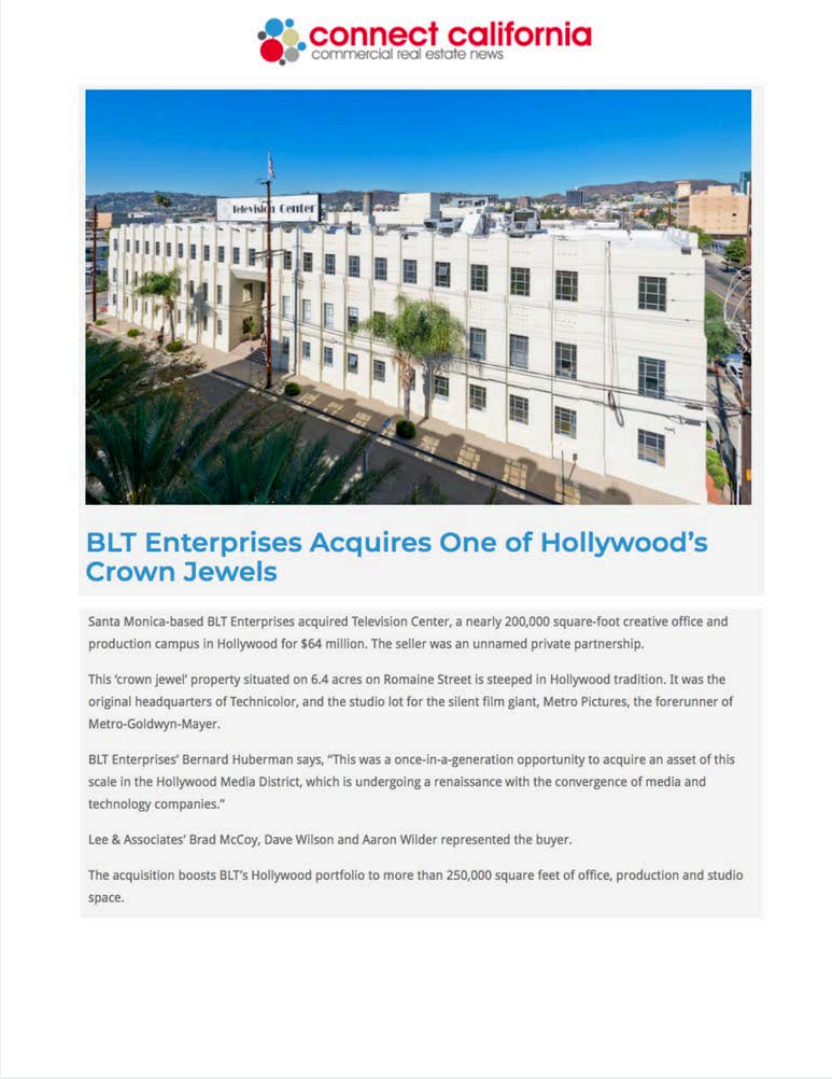

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BLT Enterprises Acquires One of Hollywood's Crown Jewels

Santa Monica-based BLT Enterprises acquired Television Center, a nearly 200,000 square-foot creative office and production campus in Hollywood for $64 million. The seller was an unnamed private partnership.

This 'crown jewel' property situated on 6.4 acres on Romaine Street is steeped in Hollywood tradition. It was the original headquarters of Technicolor, and the studio lot for the silent film giant, Metro Pictures, the forerunner of Metro-Goldwyn-Mayer.

BLT Enterprises' Bernard Huberman says, "This was a once-in-a-generation opportunity to acquire an asset of this scale in the Hollywood Media District, which is undergoing a renaissance with the convergence of media and technology companies."

Lee & Associates' Brad McCoy, Dave Wilson and Aaron Wilder represented the buyer.

The acquisition boosts BLT's Hollywood portfolio to more than 250,000 square feet of office, production and studio space.

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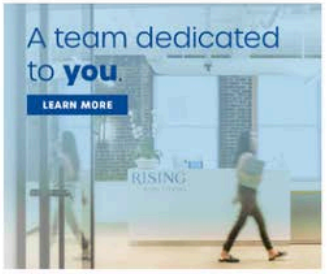

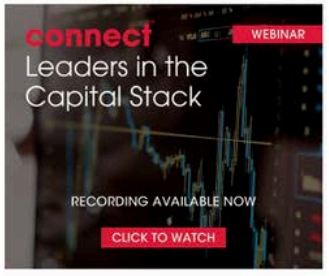

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BLT Enterprises Spends $64 Mil on Hollywood Campus Property

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For BLT, the acquisition of this 6.4-acre property boosts the firm's Hollywood portfolio to over 250k sf of office, production and studio space, including four soundstages. At present, tenants at the property include media, technology and entertainment firms, along with a Gold's Gym.

The asset is bounded by five iconic streets –Santa Monica Boulevard, Cahuenga Boulevard, Willoughby Avenue, Cole Avenue, and Romaine Street.

"This was a once-in-a-generation opportunity to acquire an asset of this scale in the Hollywood Media District, which is undergoing a renaissance with the convergence of media and technology companies," says Bernard Huberman, Founder and President of BLT Enterprises. "Prior ownership did a phenomenal job of transforming the property from its original uses, and we accept the passing of the baton and will continue the property's evolution to attract more TV, film and digital production tenants from both traditional and streaming media companies, as well as innovative tech and design professionals."

Additionally, Huberman explains that the opportunity to provide tenants with a large range of flexible office and production space at this central location is in line with BLT's strategy to adapt to tenant needs over the long term, and could become more crucial in the aftermath of the COVID-19 pandemic.

"The office and production spaces come in a variety of sizes and there are many opportunities for build-to-suit development and redevelopment," says Huberman. "Further, the studio campus layout of the property, with gated access, production facilities, almost 800 parking spaces and ample outdoor amenity areas, is attractive to both small tenants and enterprise users."

With the acquisition, BLT now owns more than a quarter million square feet of office, production and studio space in Hollywood, with opportunities to expand the portfolio with approximately 200k sf of untapped development.

BLT was represented by Brad McCoy, Dave Wilson and Aaron Wilder of Lee & Associates, West LA, in this transaction. They are also acting as advisors on leasing, repositioning and development opportunities at Television Center, and at BLT's other Hollywood, Santa Monica and West Los Angeles projects. Acquisition financing was arranged by Bryan Kenny and Will James of Sunrise Mortgage, and title and escrow were handled by Mike Slinger, Patricia Shlageck, and their teams at Chicago Title.

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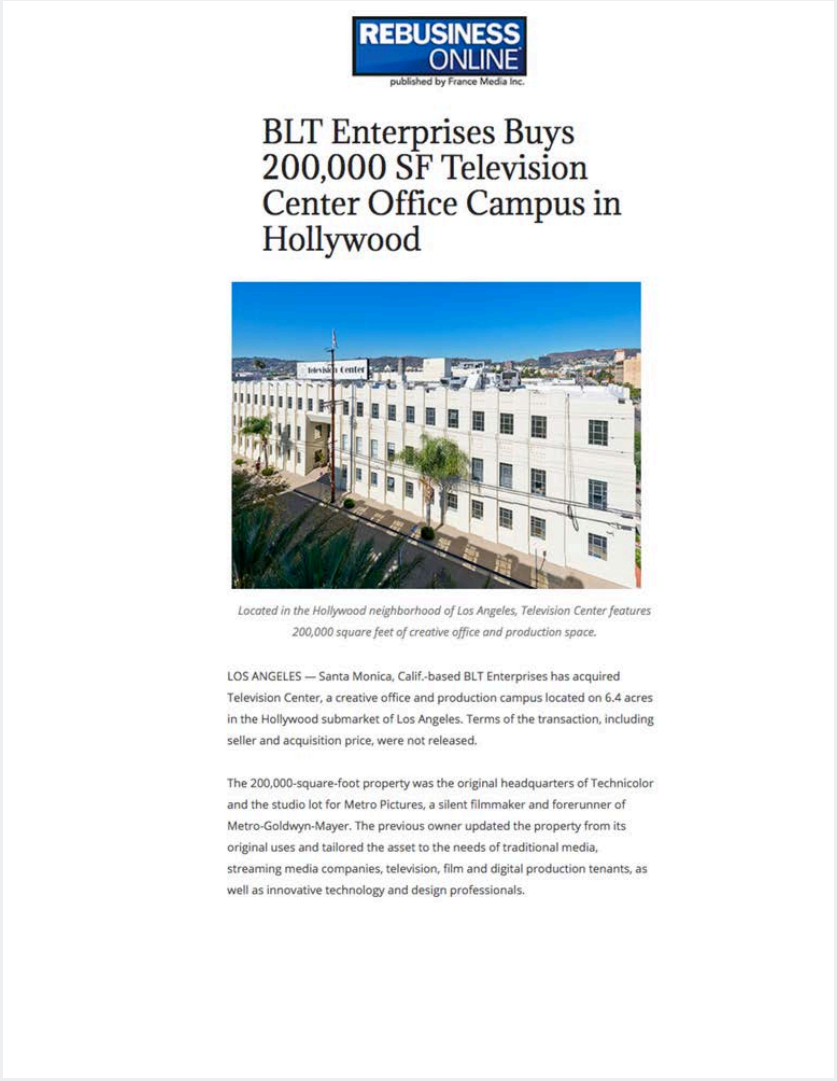

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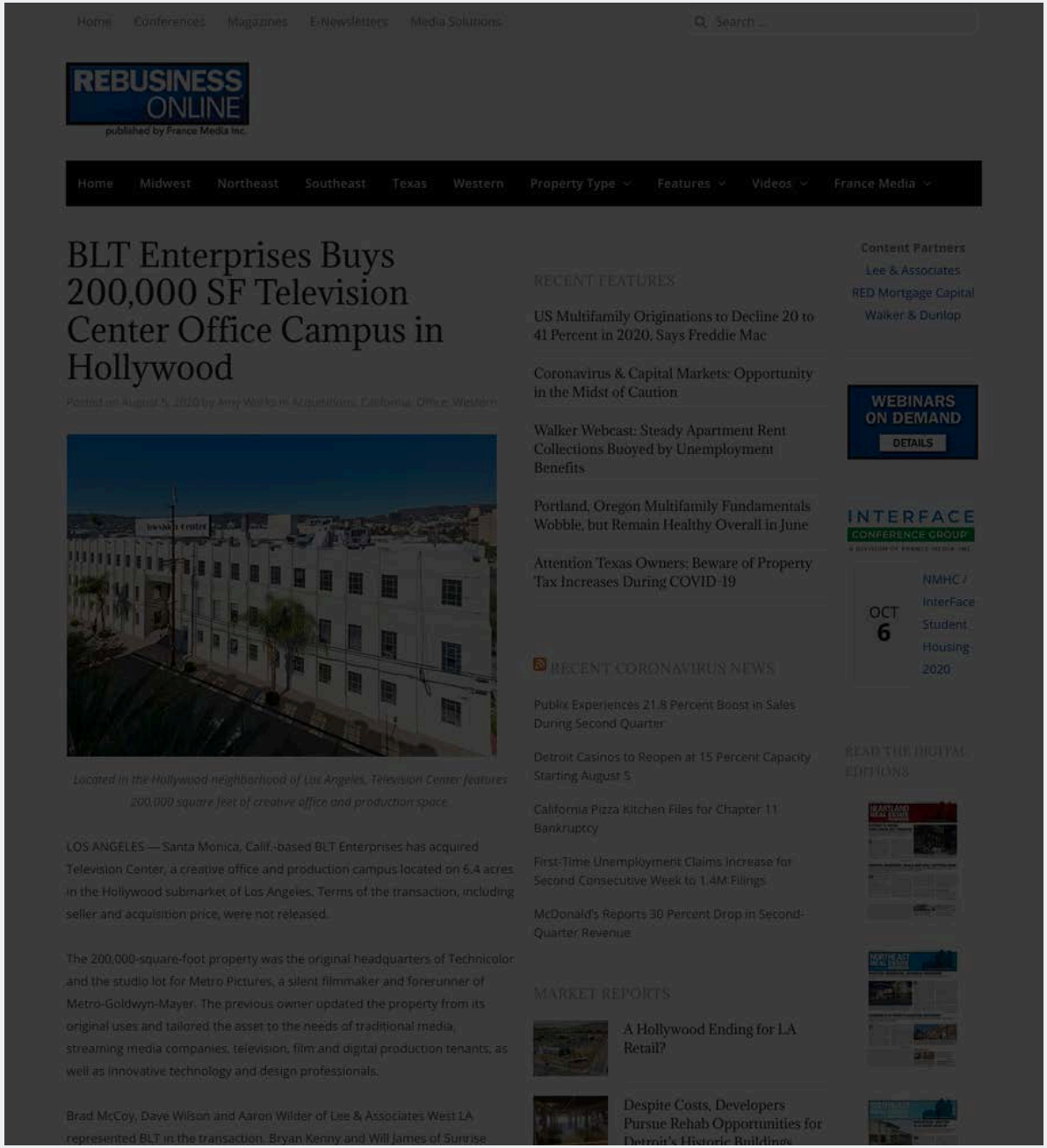

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Posted on August 5, 2020 by Amy Works in Acquisitions, California, Office, Western

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Brad McCoy, Dave Wilson and Aaron Wilder of Lee & Associates West LA represented BLT in the transaction. Bryan Kenny and Will James of Sunrise

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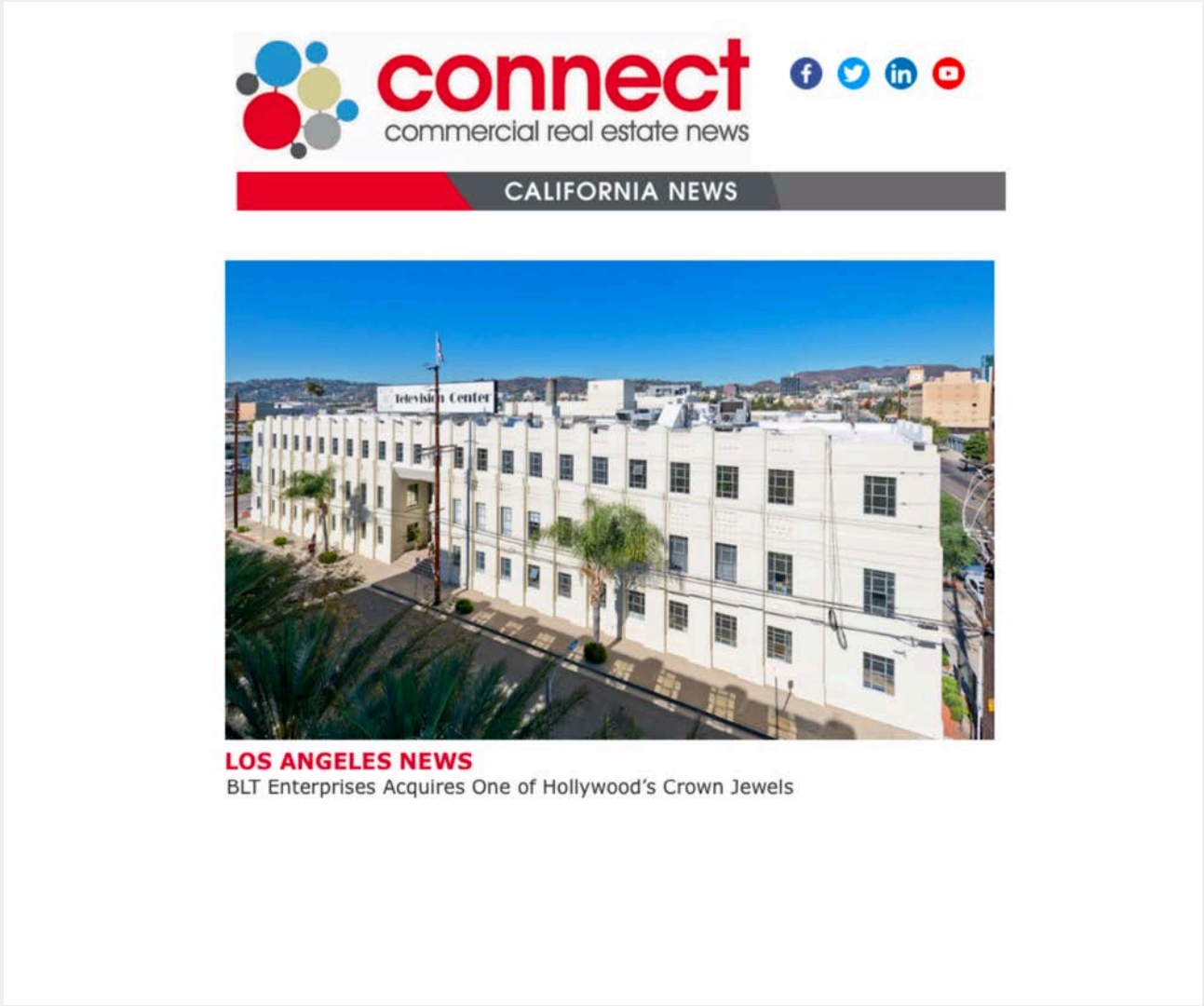
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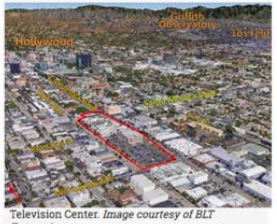
COMMERCIAL PROPERTY EXECUTIVE

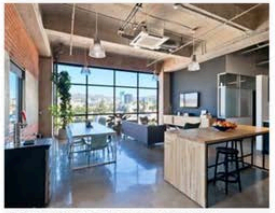
BLT Enterprises Expands on Hollywood Scene

The company has acquired the historic Television Center, a 200,000-square-foot creative office and production campus in Los Angeles.

BLT Enterprises continues to expand its footprint in the world of film and television production real estate with the acquisition of Television Center, a 200,000-square-foot creative office and production campus in Los Angeles. BLT acquired the historic Hollywood property from Television Center Inc., an entity of Bixby Bridge Capital LLC, according to City of Los Angeles records.



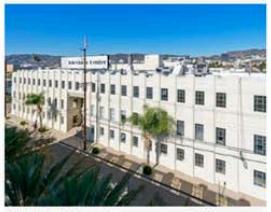
Television Center. *Image courtesy of BLT Enterprises*



Television Center. *Image courtesy of BLT Enterprises*

Carrying the address of 6311 Romaine St., Television Center occupies two city blocks spanning 6.4 acres. The Art Deco-style property dates back to the 1920s, having served as the original headquarters of Technicolor and the studio lot for the original incarnation of Metro-Goldwyn Mayer. Today, the facility offers build-to-suit, creative and traditional office space with lease options ranging in size from 300 to 6,400 square feet, under terms varying from three months to five years. Under BLT's stewardship, the strategy is to further the property's evolution, focusing on reeling in additional tenants in the television, film and digital production industries. Additionally, BLT plans to position the property's flexible space to accommodate changing tenant requirements in the post-pandemic environment.

BLT has not divulged financial specifics of the asset purchase; however, the multi-faceted commercial real estate development and investment company disclosed that it secured acquisition financing with the assistance of Sunrise Mortgage's Bryan Kenny and Will James. The Lee & Associates team of Brad McCoy, Dave Wilson and Aaron Wilder provided BLT with representation in the purchase transaction and will provide advisory services on leasing, repositioning and development opportunities at the property as well.



Television Center. *Image courtesy of BLT Enterprises*

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BLT Enterprises Expands on Hollywood Scene

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By Barbra Murray

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Television Center. *Image courtesy of BLT Enterprises*

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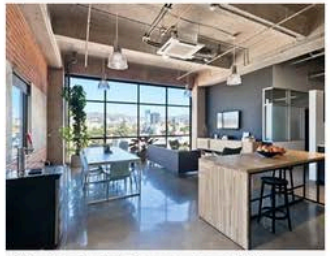

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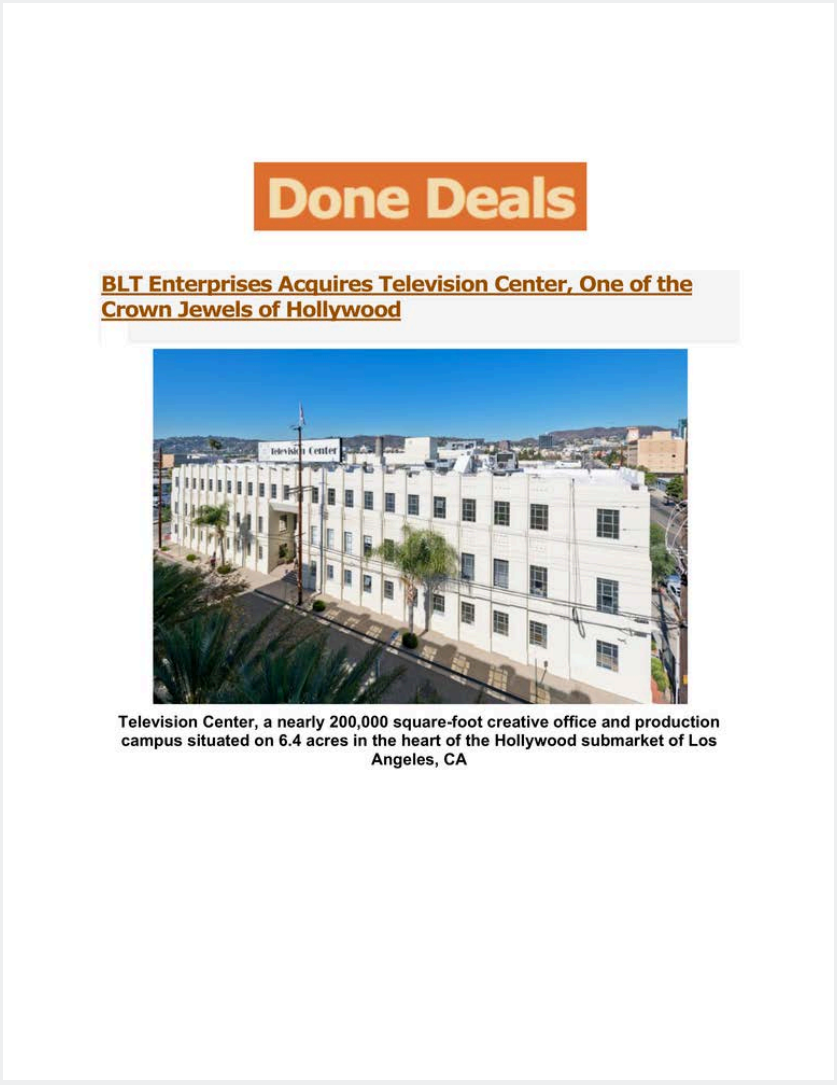

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LOS ANGELES REAL ESTATE NEWS

BLT Enterprises buys Hollywood's Television Center for $64M

The movie studio spans 6.4 acres and has a long history dating back to the Golden Age of Hollywood

Bernard Huberman and Hollywood's Television Center (BLT, Television Center)

UPDATED, Thursday, August 6, 12:08 p.m.: BLT Enterprises is the new owner of Hollywood's Television Center movie studio, the latest real estate acquisition in the era of the so-called streaming wars.

The Santa Monica-based firm paid a private partnership $64 million for the 6.4-acre complex on Cahuenga Boulevard and Romaine Street, according to the Los Angeles Times.

BLT planned to rename the property as Hollywood Media Center to reflect the shift in media from traditional platforms like television and films toward streaming services and other Internet-based platforms, but has since reconsidered and will for the time being keep the Hollywood Television Center name.

Blackstone Group and Hudson Pacific Properties recently closed on a $1.65 billion deal that centers around soundstages leased to Netflix.

BLT Enterprises buys Hollywood's Television Center for $64M

The movie studio spans 6.4 acres and has a long history dating back to the Golden Age of Hollywood

TRD LOS ANGELES / Staff

August 05, 2020 10:00 AM

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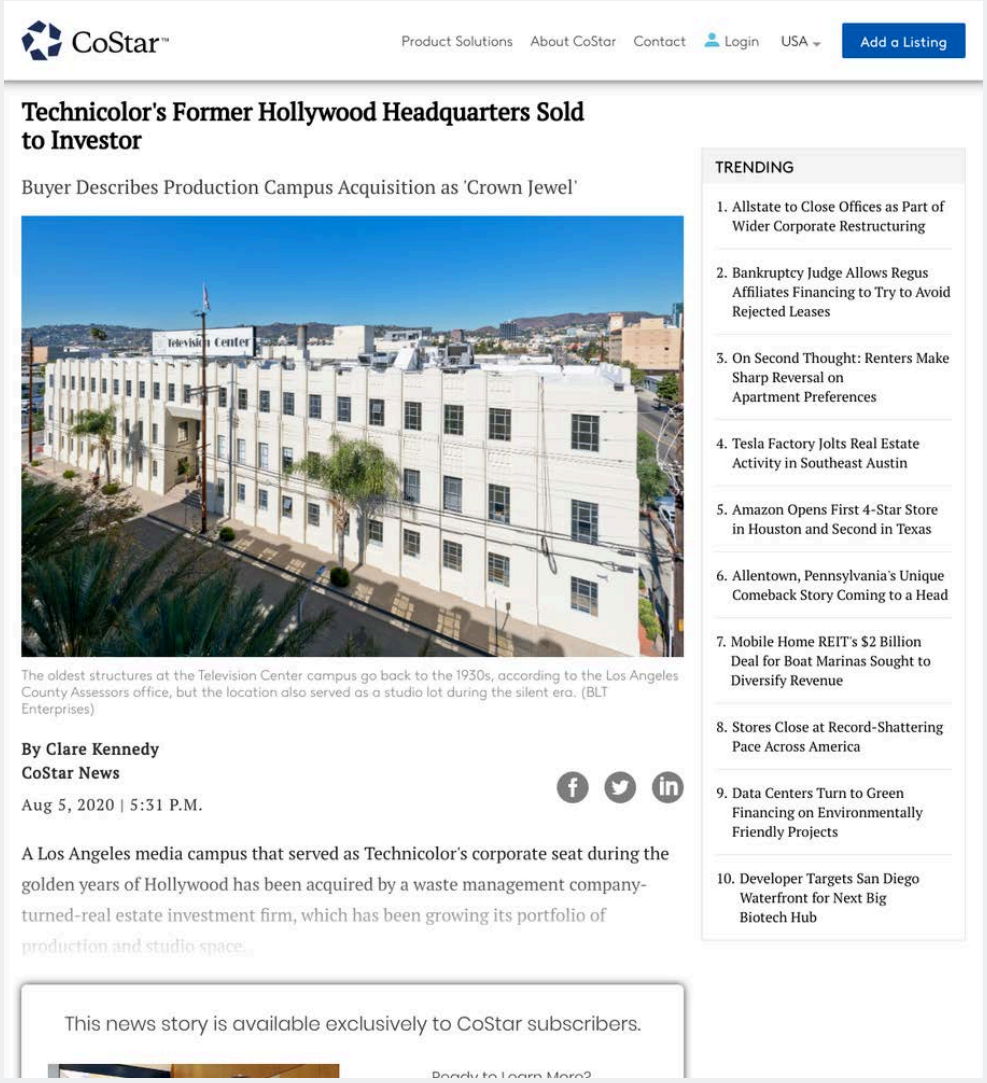

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Technicolor's Former Hollywood Headquarters Sold to Investor

Buyer Describes Production Campus Acquisition as 'Crown Jewel'

The oldest structures at the Television Center campus go back to the 1930s, according to the Los Angeles County Assessors office, but the location also served as a studio lot during the silent era. (BLT Enterprises)

By Clare Kennedy
CoStar News
Aug 5, 2020 | 5:31 P.M.

A Los Angeles media campus that served as Technicolor's corporate seat during the golden years of Hollywood has been acquired by a waste management company-turned-real estate investment firm, which has been growing its portfolio of production and studio space...

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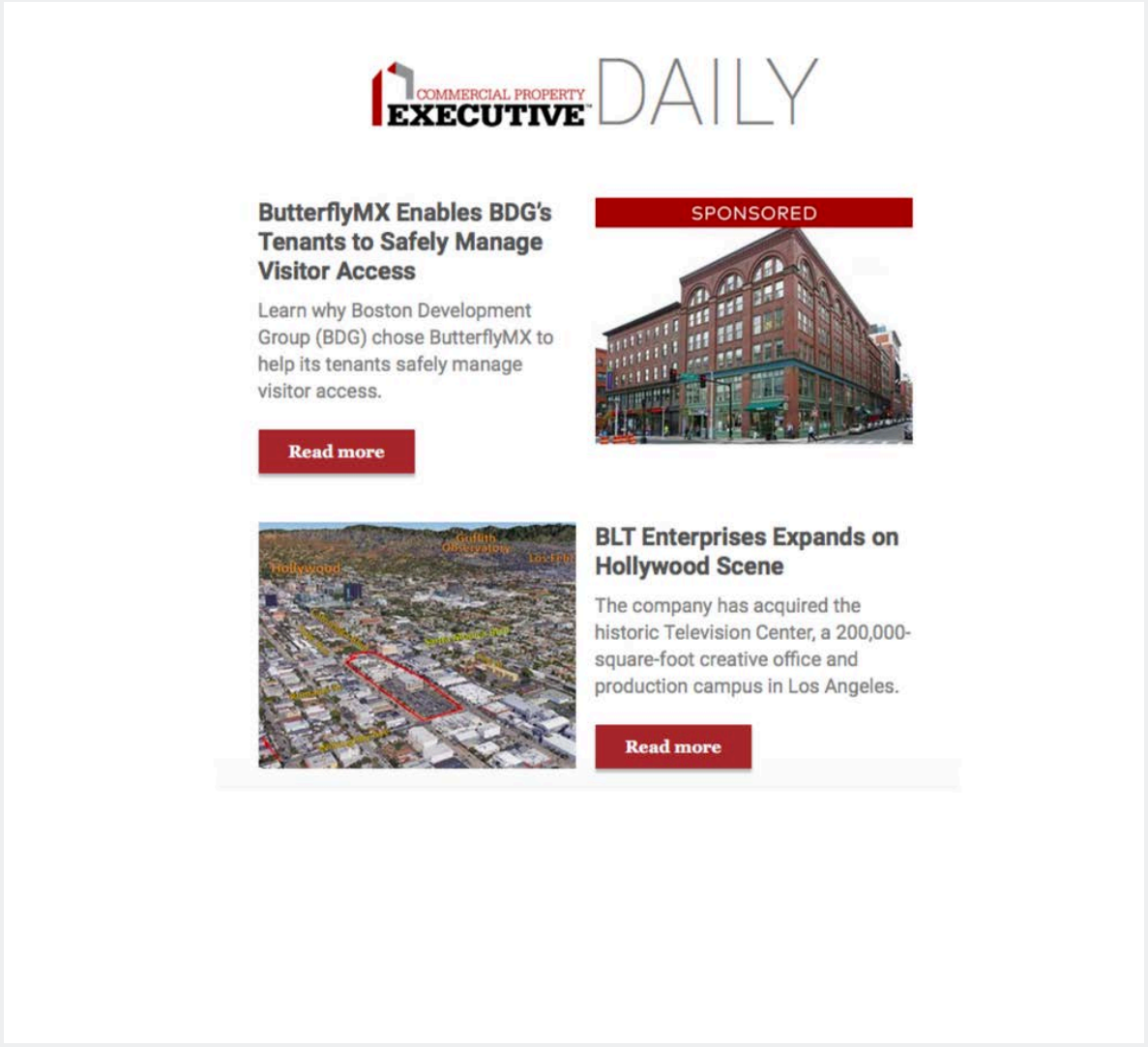

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Located in the Hollywood neighborhood of Los Angeles, Television Center features 200,000 square feet of creative office and production space.

LOS ANGELES — Santa Monica, Calif.-based BLT Enterprises has acquired Television Center, a creative office and production campus located on 6.4 acres in the Hollywood submarket of Los Angeles. Terms of the transaction, including seller and acquisition price, were not released.

The 200,000-square-foot property was the original headquarters of Technicolor and the studio lot for Metro Pictures, a silent filmmaker and forerunner of Metro-Goldwyn-Mayer. The previous owner updated the property from its original uses and tailored the asset to the needs of traditional media, streaming media companies, television, film and digital production tenants, as well as innovative technology and design professionals. <Read more>

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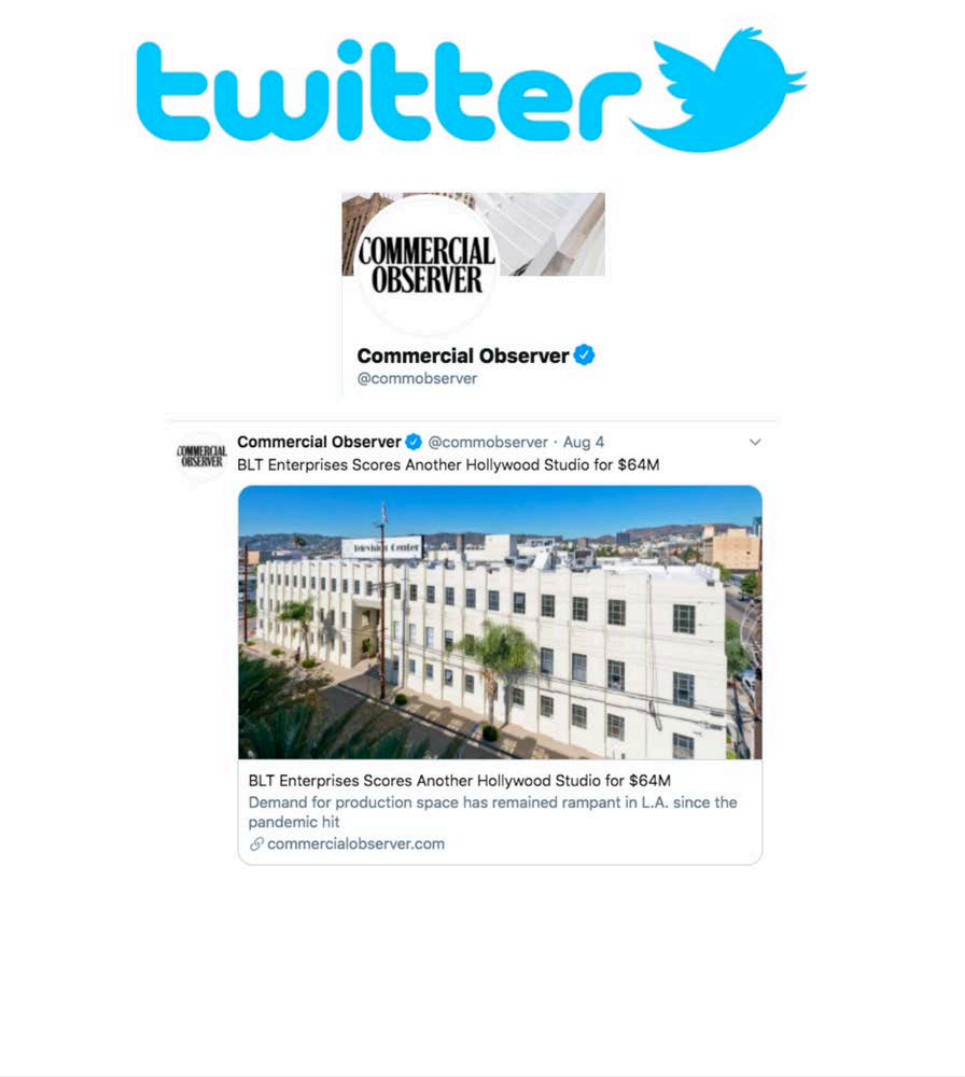

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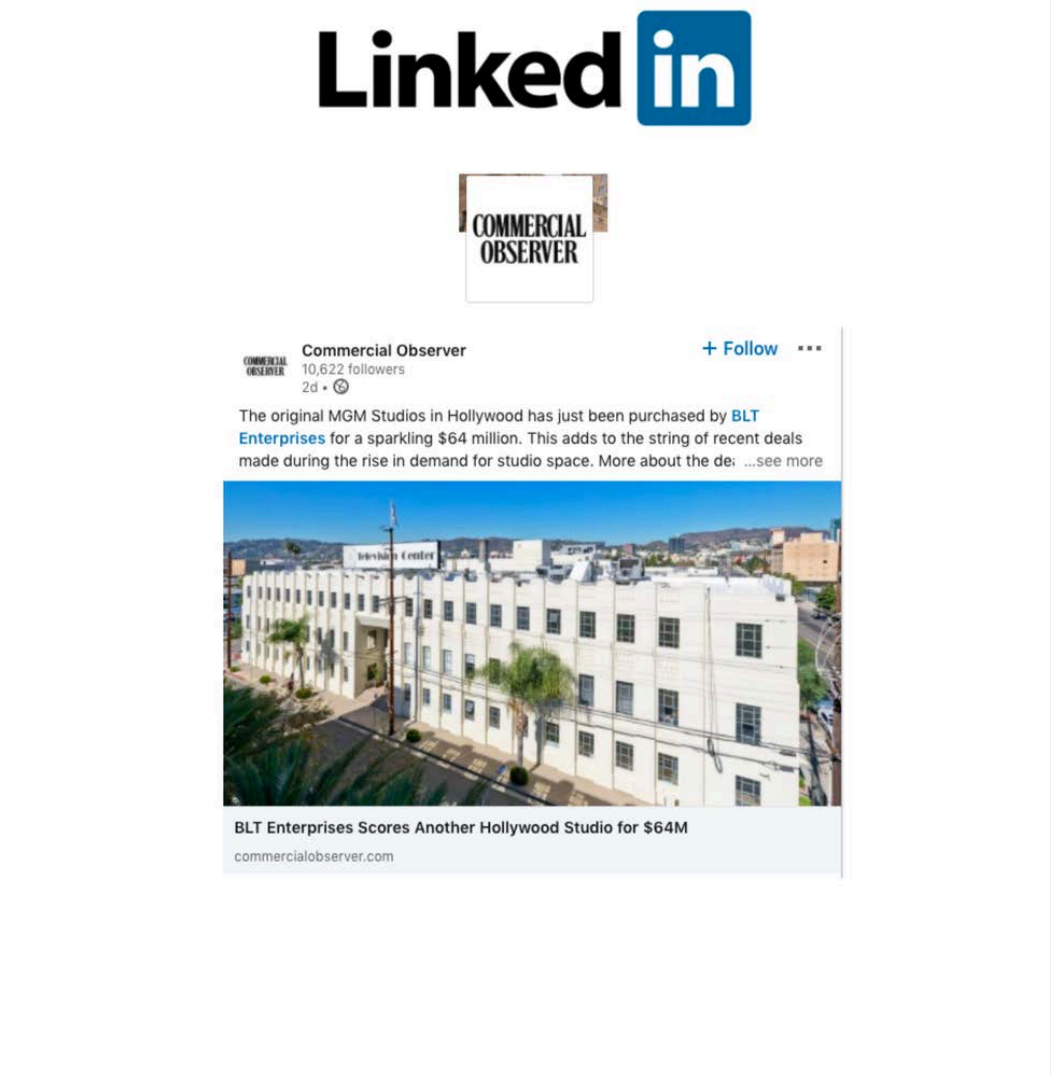

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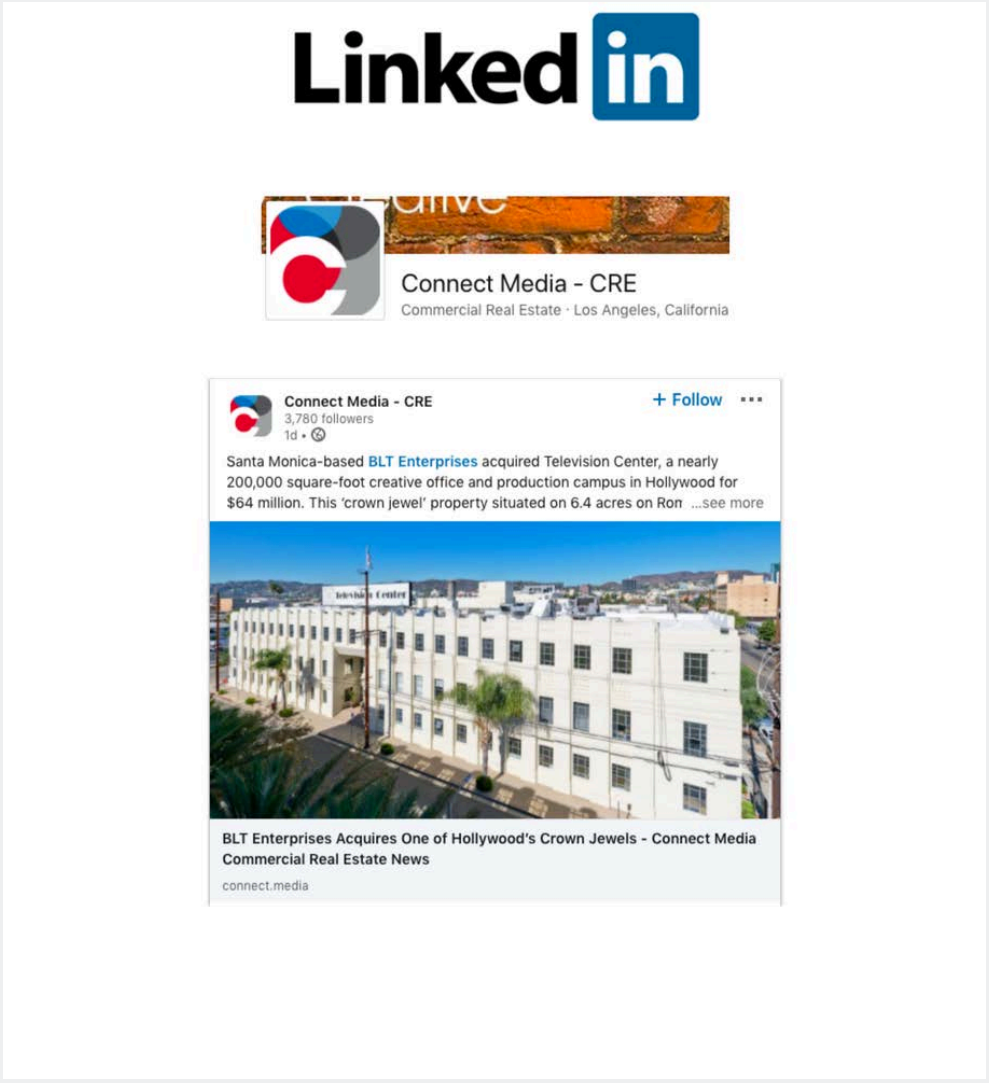

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LOS ANGELES BUSINESS JOURNAL
Monday, August 10, 2020 THE COMMUNITY OF BUSINESS™

BLT Enterprises Adds Television Center to Hollywood Portfolio

Television Center was originally the headquarters of Technicolor. Photo by MICHAEL NG

Santa Monica-based BLT Enterprises has purchased Television Center in Hollywood for $64 million, according to reports. BLT Enterprises announced the sale Aug. 4.

Television Center is a nearly 200,000-square-foot creative office and production campus that sits on 6.4 acres near Cahuenga and Santa Monica boulevards.

The site was the original headquarters of Technicolor and the studio lot used by Metro Pictures Corp., which became Metro-Goldwyn-Mayer, or MGM.

"This was a once-in-a-generation opportunity to acquire an asset of this scale in the Hollywood Media District, which is undergoing a renaissance with the convergence of media and technology companies," Bernard Huberman, founder and president of BLT Enterprises said in a statement.

August 10, 2020 ONLINE

Los Angeles Business Journal (61-179)

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BLT Enterprises Adds Television Center to Hollywood Portfolio

By Hannah Madans

Monday, August 10, 2020

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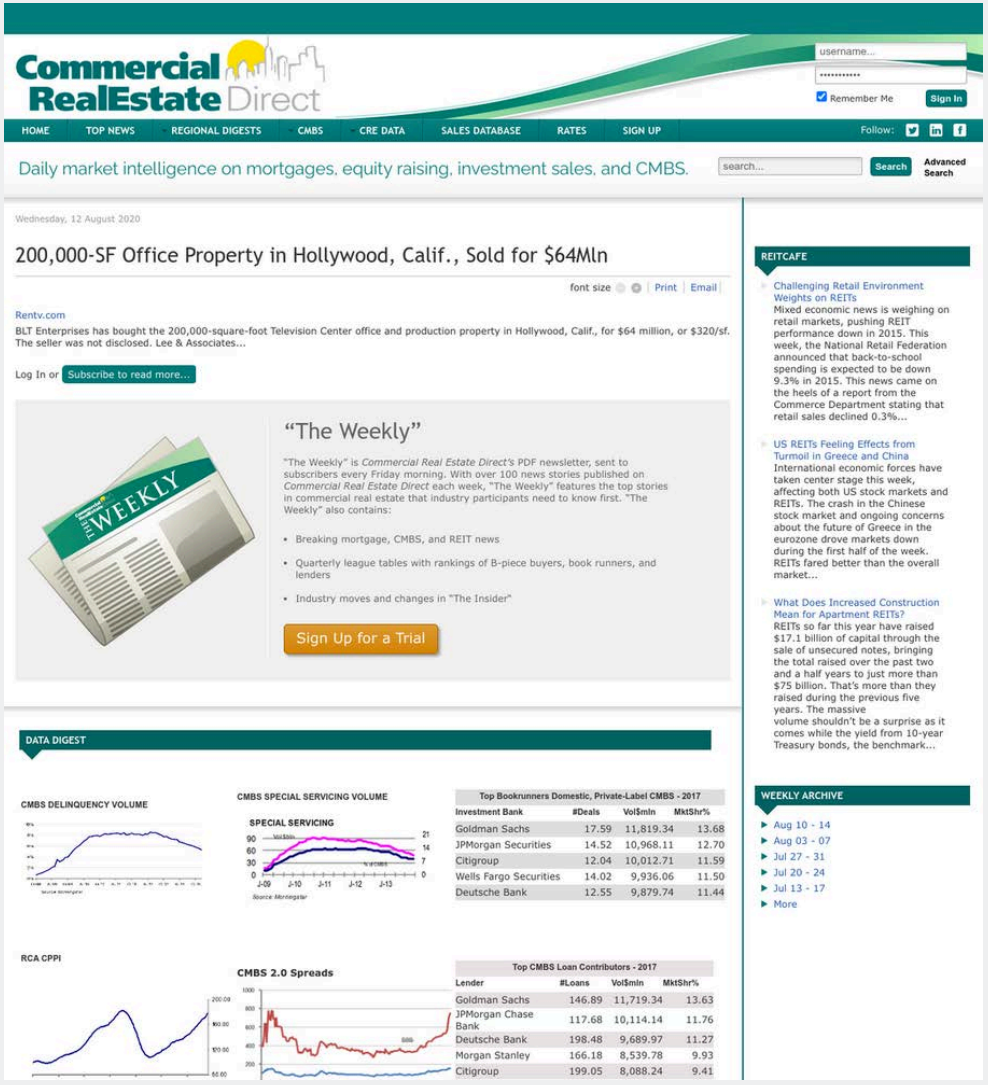

August 12, 2020 ONLINE

Commercial Real Estate Direct (61-179)

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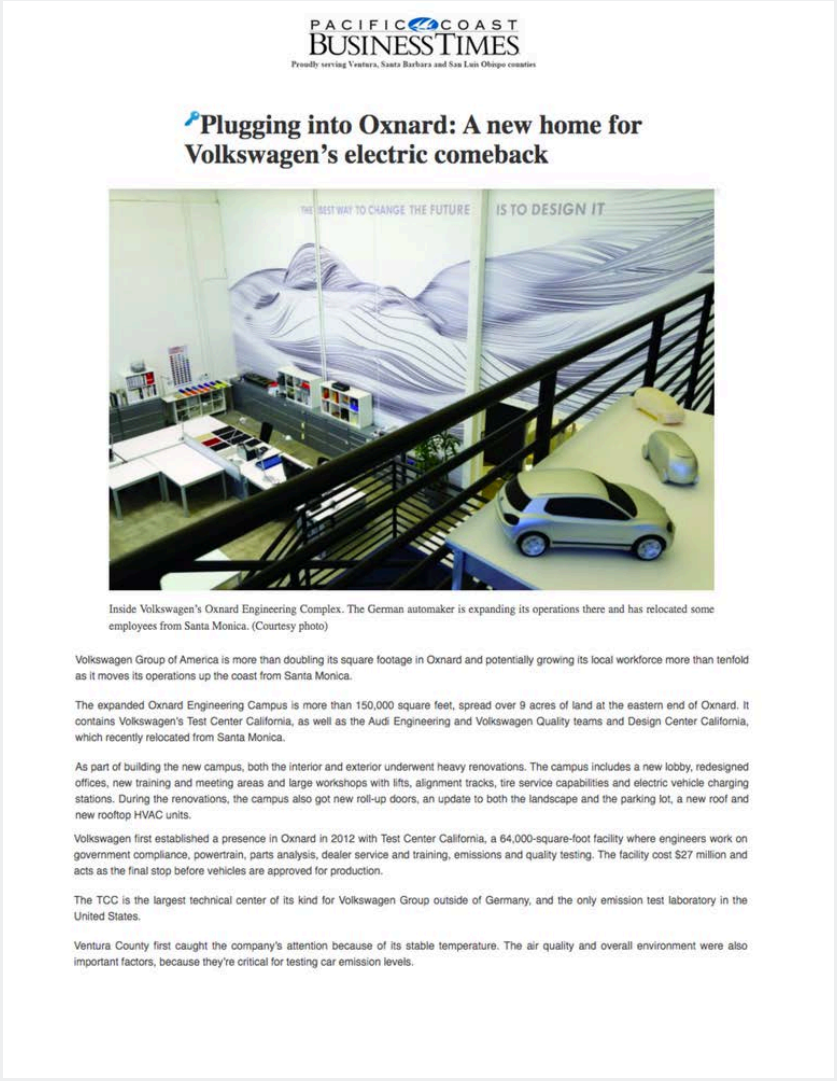

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Plugging into Oxnard: A new home for Volkswagen's electric comeback

Inside Volkswagen's Oxnard Engineering Complex. The German automaker is expanding its operations there and has relocated some employees from Santa Monica. (Courtesy photo)

Volkswagen Group of America is more than doubling its square footage in Oxnard and potentially growing its local workforce more than tenfold as it moves its operations up the coast from Santa Monica.

The expanded Oxnard Engineering Campus is more than 150,000 square feet, spread over 9 acres of land at the eastern end of Oxnard. It contains Volkswagen's Test Center California, as well as the Audi Engineering and Volkswagen Quality teams and Design Center California, which recently relocated from Santa Monica.

As part of building the new campus, both the interior and exterior underwent heavy renovations. The campus includes a new lobby, redesigned offices, new training and meeting areas and large workshops with lifts, alignment tracks, tire service capabilities and electric vehicle charging stations. During the renovations, the campus also got new roll-up doors, an update to both the landscape and the parking lot, a new roof and new rooftop HVAC units.

Volkswagen first established a presence in Oxnard in 2012 with Test Center California, a 64,000-square-foot facility where engineers work on government compliance, powertrain, parts analysis, dealer service and training, emissions and quality testing. The facility cost $27 million and acts as the final stop before vehicles are approved for production.

The TCC is the largest technical center of its kind for Volkswagen Group outside of Germany, and the only emission test laboratory in the United States.

Ventura County first caught the company's attention because of its stable temperature. The air quality and overall environment were also important factors, because they're critical for testing car emission levels.

September 05, 2020 ONLINE

Pacific Coast Business Times (61-161)

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BLT Completes Volkswagen Campus in Oxnard

Santa Monica-based BLT Enterprises completed the Oxnard Engineering Campus (OEC) in Oxnard for Volkswagen Group of America, Inc. The expanded and upgraded campus, comprised of more than 150,000 square feet and situated on nine acres, encompasses the Volkswagen Test Center California (TCC) and both the Audi Engineering and Volkswagen Quality teams, and houses the Volkswagen Design Center California (DCC), which relocated from Santa Monica.

BLT Enterprises' Bernard Huberman says the facility, "exemplifies BLT's 'lifetime landlord' strategy and mission to adjust to the needs of the companies that lease from us over the long term."

BLT completed a built-to-suit facility for TCC in 2012. Subsequently, it offered Volkswagen the opportunity to repurpose a recently vacated, nearly 90,000-square-foot industrial and office property BLT owned adjacent to the TCC.

"Through communicating this vision to our tenant and completing strategic improvements to the facility, we were able to assist in delivering a customized, cutting-edge space to fit Volkswagen Group of America's precise needs and reflect its unique culture," says BLT's Lisa Tamayo.

September 10, 2020 ONLINE

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BLT Completes Volkswagen Campus in Oxnard

September 9, 2020

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BLT Enterprises Facilitates Nearly 90,000-SF Expansion for Long-Time Tenant Volkswagen Group of America in Oxnard, CA

Lisa Tamayo

OXNARD, CA, Sept. 9, 2020 – BLT Enterprises, a multi-faceted real estate investment company based in Santa Monica, California, has announced the completion of Oxnard Engineering Campus (OEC) in collaboration with the firm's tenant, Volkswagen Group of America, Inc. (VWGoA).

September 09, 2020 ONLINE

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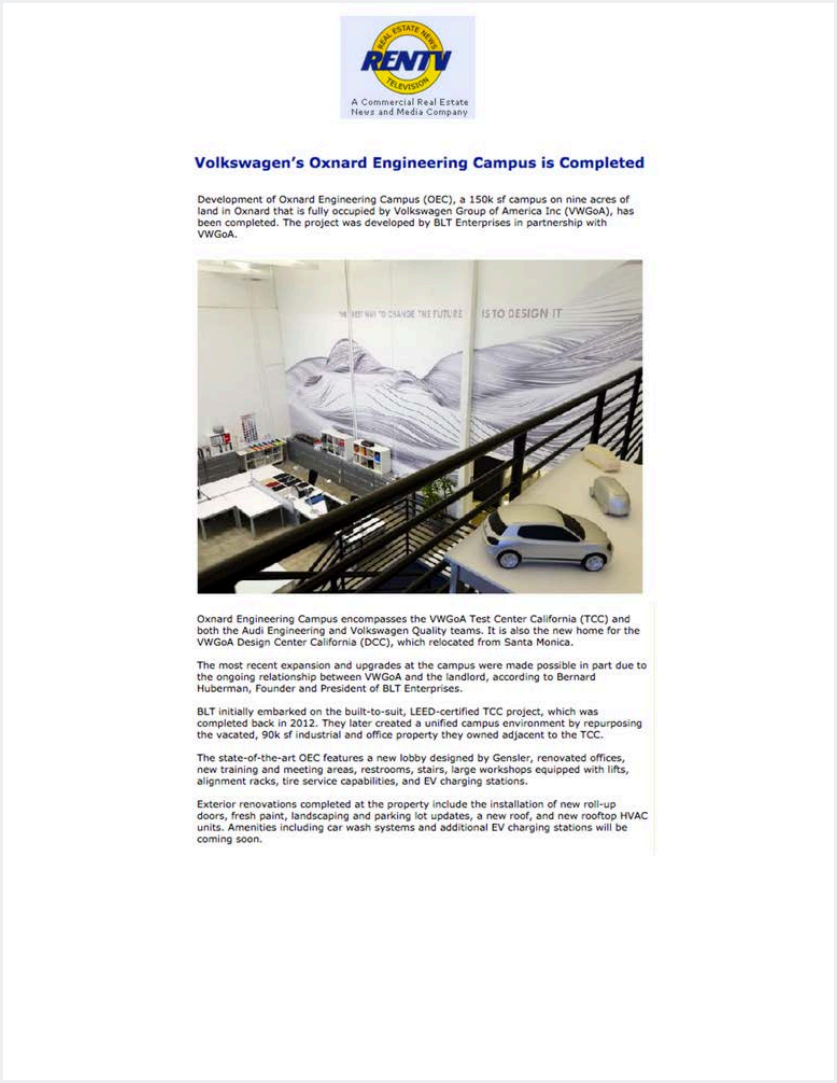

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Volkswagen's Oxnard Engineering Campus is Completed

Development of Oxnard Engineering Campus (OEC), a 150k sf campus on nine acres of land in Oxnard that is fully occupied by Volkswagen Group of America Inc (VWGoA), has been completed. The project was developed by BLT Enterprises in partnership with VWGoA.

Oxnard Engineering Campus encompasses the VWGoA Test Center California (TCC) and both the Audi Engineering and Volkswagen Quality teams. It is also the new home for the VWGoA Design Center California (DCC), which relocated from Santa Monica.

The most recent expansion and upgrades at the campus were made possible in part due to the ongoing relationship between VWGoA and the landlord, according to Bernard Huberman, Founder and President of BLT Enterprises.

BLT initially embarked on the built-to-suit, LEED-certified TCC project, which was completed back in 2012. They later created a unified campus environment by repurposing the vacated, 90k sf industrial and office property they owned adjacent to the TCC.

The state-of-the-art OEC features a new lobby designed by Gensler, renovated offices, new training and meeting areas, restrooms, stairs, large workshops equipped with lifts, alignment racks, tire service capabilities, and EV charging stations.

Exterior renovations completed at the property include the installation of new roll-up doors, fresh paint, landscaping and parking lot updates, a new roof, and new rooftop HVAC units. Amenities including car wash systems and additional EV charging stations will be coming soon.

September 10, 2020 ONLINE

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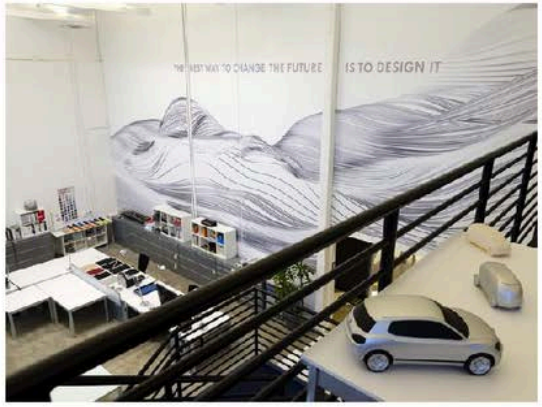

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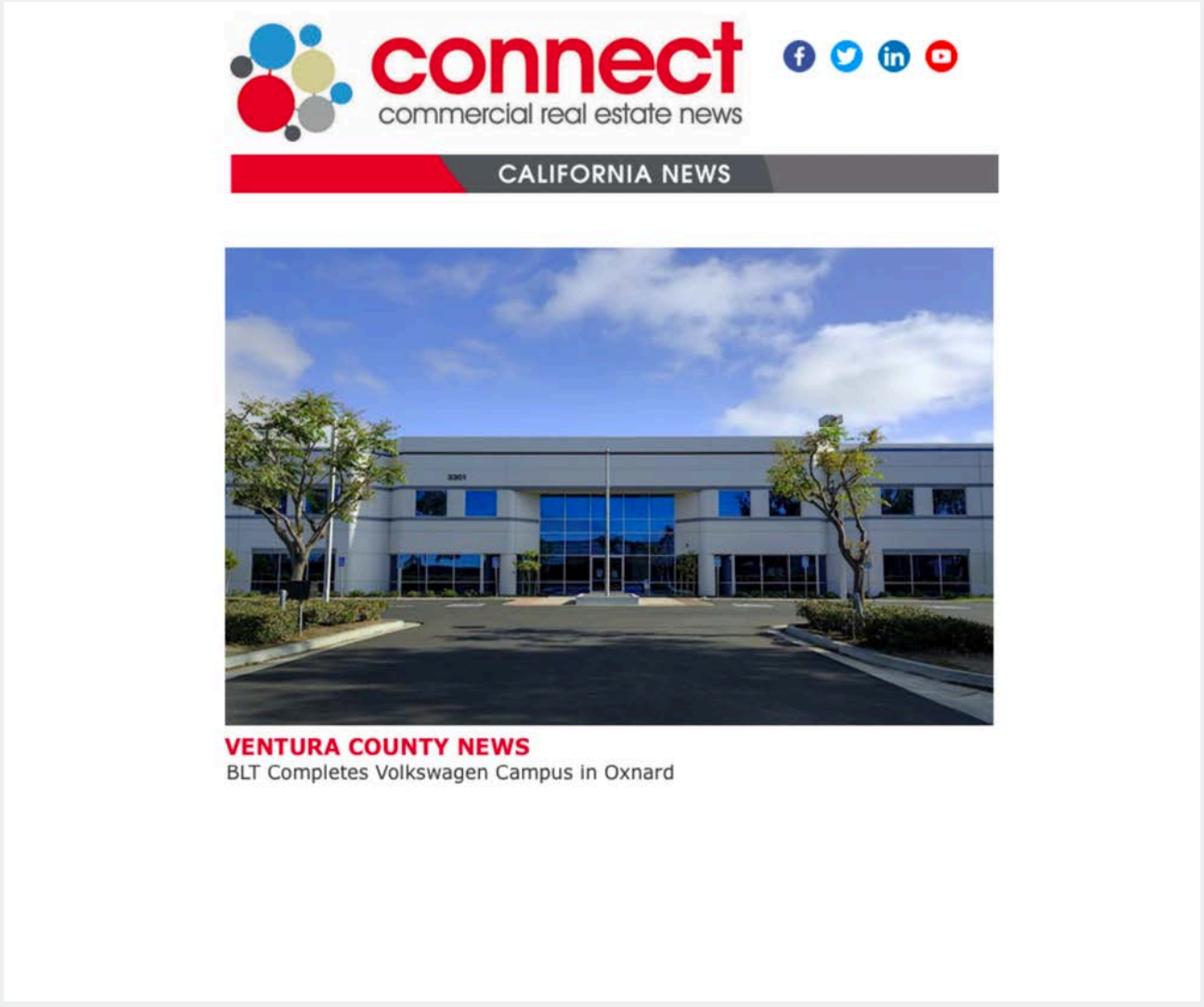

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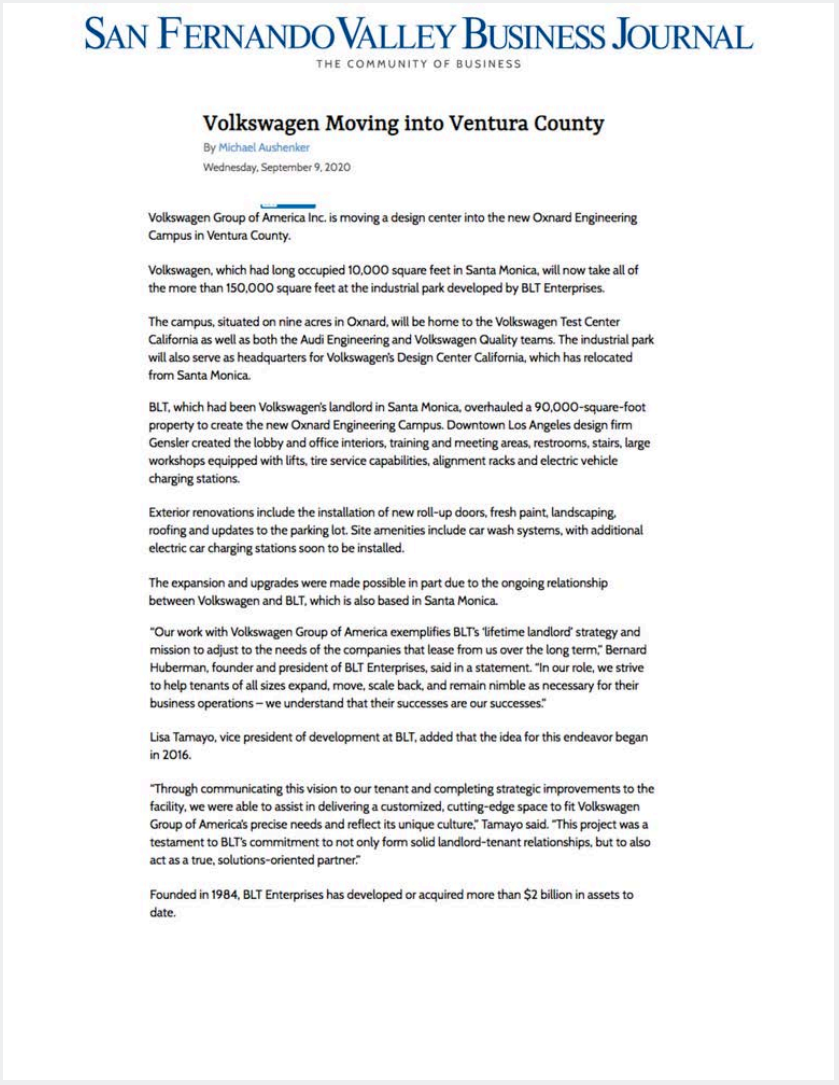

SAN FERNANDO VALLEY BUSINESS JOURNAL
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Volkswagen Moving into Ventura County

By Michael Aushenker
Wednesday, September 9, 2020

Volkswagen Group of America Inc. is moving a design center into the new Oxnard Engineering Campus in Ventura County.

Volkswagen, which had long occupied 10,000 square feet in Santa Monica, will now take all of the more than 150,000 square feet at the industrial park developed by BLT Enterprises.

The campus, situated on nine acres in Oxnard, will be home to the Volkswagen Test Center California as well as both the Audi Engineering and Volkswagen Quality teams. The industrial park will also serve as headquarters for Volkswagen's Design Center California, which has relocated from Santa Monica.

BLT, which had been Volkswagen's landlord in Santa Monica, overhauled a 90,000-square-foot property to create the new Oxnard Engineering Campus. Downtown Los Angeles design firm Gensler created the lobby and office interiors, training and meeting areas, restrooms, stairs, large workshops equipped with lifts, tire service capabilities, alignment racks and electric vehicle charging stations.

Exterior renovations include the installation of new roll-up doors, fresh paint, landscaping, roofing and updates to the parking lot. Site amenities include car wash systems, with additional electric car charging stations soon to be installed.

The expansion and upgrades were made possible in part due to the ongoing relationship between Volkswagen and BLT, which is also based in Santa Monica.

"Our work with Volkswagen Group of America exemplifies BLT's 'lifetime landlord' strategy and mission to adjust to the needs of the companies that lease from us over the long term," Bernard Huberman, founder and president of BLT Enterprises, said in a statement. "In our role, we strive to help tenants of all sizes expand, move, scale back, and remain nimble as necessary for their business operations – we understand that their successes are our successes."

Lisa Tamayo, vice president of development at BLT, added that the idea for this endeavor began in 2016.

"Through communicating this vision to our tenant and completing strategic improvements to the facility, we were able to assist in delivering a customized, cutting-edge space to fit Volkswagen Group of America's precise needs and reflect its unique culture," Tamayo said. "This project was a testament to BLT's commitment to not only form solid landlord-tenant relationships, but to also act as a true, solutions-oriented partner."

Founded in 1984, BLT Enterprises has developed or acquired more than $2 billion in assets to date.

September 09, 2020 ONLINE

San Fernando Valley Business Journal (61-161)

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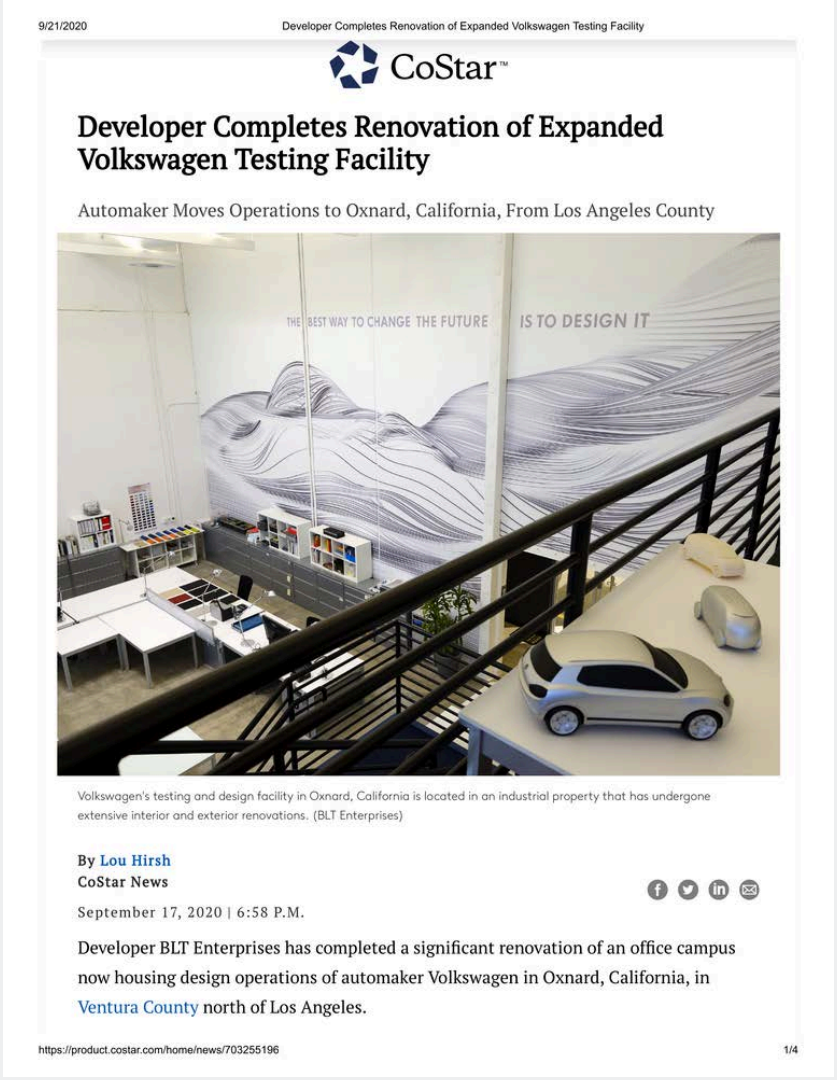

9/21/2020 Developer Completes Renovation of Expanded Volkswagen Testing Facility

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Developer Completes Renovation of Expanded Volkswagen Testing Facility

Automaker Moves Operations to Oxnard, California, From Los Angeles County

Volkswagen's testing and design facility in Oxnard, California is located in an industrial property that has undergone extensive interior and exterior renovations. (BLT Enterprises)

By Lou Hirsh
CoStar News

September 17, 2020 | 6:58 P.M.

Developer BLT Enterprises has completed a significant renovation of an office campus now housing design operations of automaker Volkswagen in Oxnard, California, in Ventura County north of Los Angeles.

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September 17, 2020 ONLINE

CoStar (61-161)

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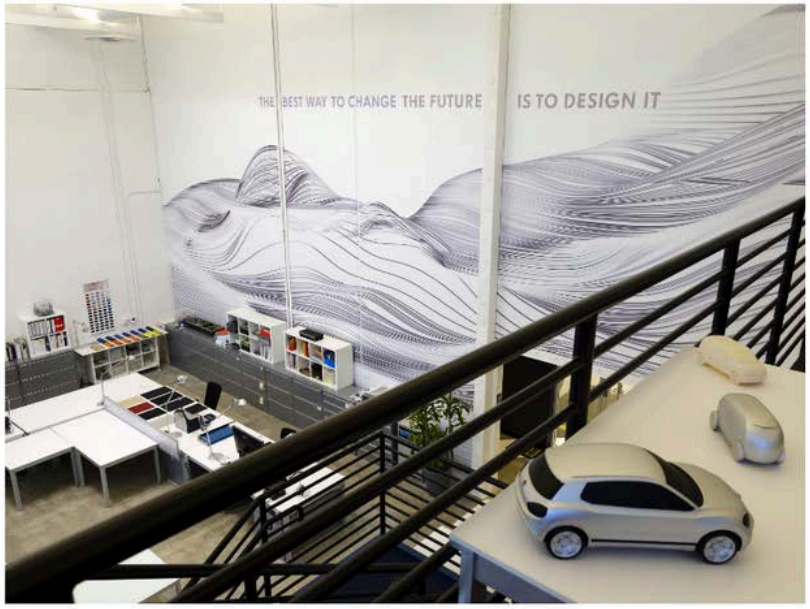
Developer Completes Renovation of Expanded Volkswagen Testing Facility

Automaker Moves Operations to Oxnard, California, From Los Angeles County



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By Lou Hirsh
CoStar News
Sep 18, 2020 | 1:58 AM

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October 23, 2020 ONLINE

L.A. Biz (61-185)

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BLT adds more creative L.A. real estate to its portfolio

The fully leased multi-tenant creative office property totals more than 16,050 square feet across two units.
MICHAEL NG

BLT Enterprises has acquired more creative real estate in Los Angeles with the purchase of 2256 Barry Ave. in West L.A.

The fully leased multi-tenant creative office property totals more than 16,000 square feet across two units, one built in 2004, the other in 2016.

Features include concrete floors, exposed ceilings, patios, abundant natural light and secure parking, and the property requires only light renovations.

Commercial Real Estate

BLT adds more creative L.A. real estate to its portfolio

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The fully leased multi-tenant creative office property totals more than 16,050 square feet across two units.
MICHAEL NG

By Annlee Ellingson – Staff Reporter, L.A. Biz
Oct 23, 2020, 5:38pm EDT

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Santa Monica, CA

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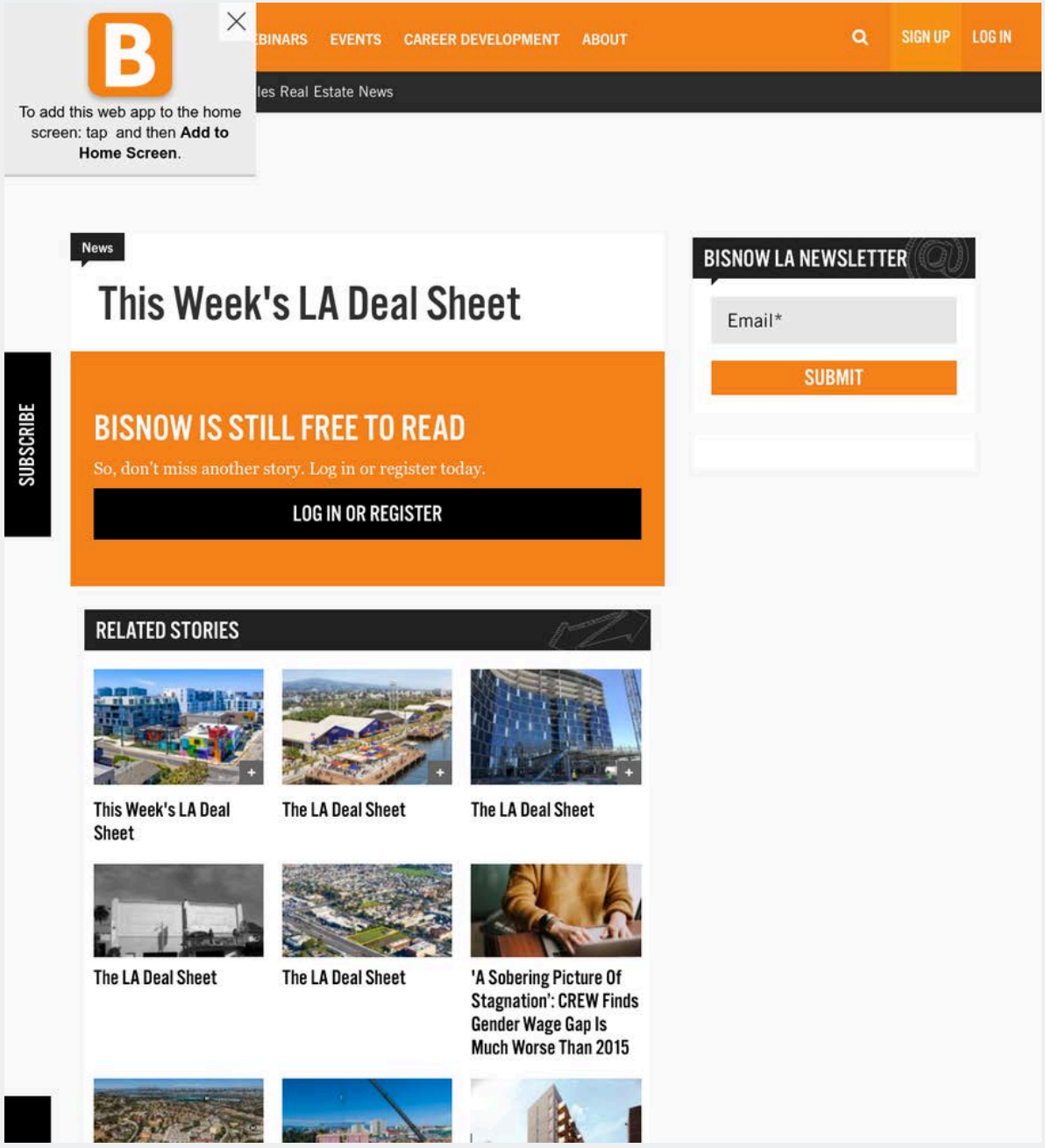
SALES

BLT Enterprises has acquired a two-building creative office property in West LA for $9.29M. The property at 2256 Barry Ave. measures approximately 16K SF, is fully leased, and is walking distance to the Expo Line light rail's Expo/Bundy station as well as the 10 and 405 freeways.

October 23, 2020 ONLINE

Bisnow (61-185)

bisnow.com/los-angeles/news/deal-sheet...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BLT Enterprises Spends $9.3 Mil on Creative Office Property

BLT Enterprises purchased a 16k sf, multitenant creative office property in West Los Angeles for $9.29 mil, or $580/sf. The asset is located at 2256 Barry Ave, just north of I-10 and west of I-405, within walking distance to the Metro Expo Line.

The property consists of two units, the first built in 2004 and the second in 2016. The asset, which is fully leased, features concrete floors, exposed ceilings, patios, abundant natural light, and secure parking. It requires only light renovations.

Michael Preiss of rsfLA Inc represented the seller in the transaction.

To further take advantage of the cyclical tailwinds of the convergence of tech, streaming, media and entertainment, BLT launched a studio operations business, BLT Studios, approximately two years ago. The firm's current West LA and Hollywood holdings are now close to 300k sf, with development opportunities for another 450k sf.

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SOUTHERN CALIFORNIA NEWS

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BLT Enterprises Spends $9.3 Mil on Creative Office Property

10/26/20

BLT Enterprises purchased a 16k sf, multitenant creative office property in West Los Angeles for $9.29 mil, or $580/sf. The asset is located at 2256 Barry Ave, just north of I-10 and west of I-405, within walking distance to the Metro Expo Line.

The property consists of two units, the first built in 2004 and the second in 2016. The asset, which is fully leased, features concrete floors, exposed ceilings, patios, abundant natural light, and secure parking. It requires only light renovations.

Michael Preiss of rsfLA Inc represented the seller in the transaction.

To further take advantage of the cyclical tailwinds of the convergence of tech, streaming, media and entertainment, BLT launched a studio operations business, BLT Studios, approximately two years ago. The firm's current West LA and Hollywood holdings are now close to 300k sf, with development opportunities for another 450k sf.

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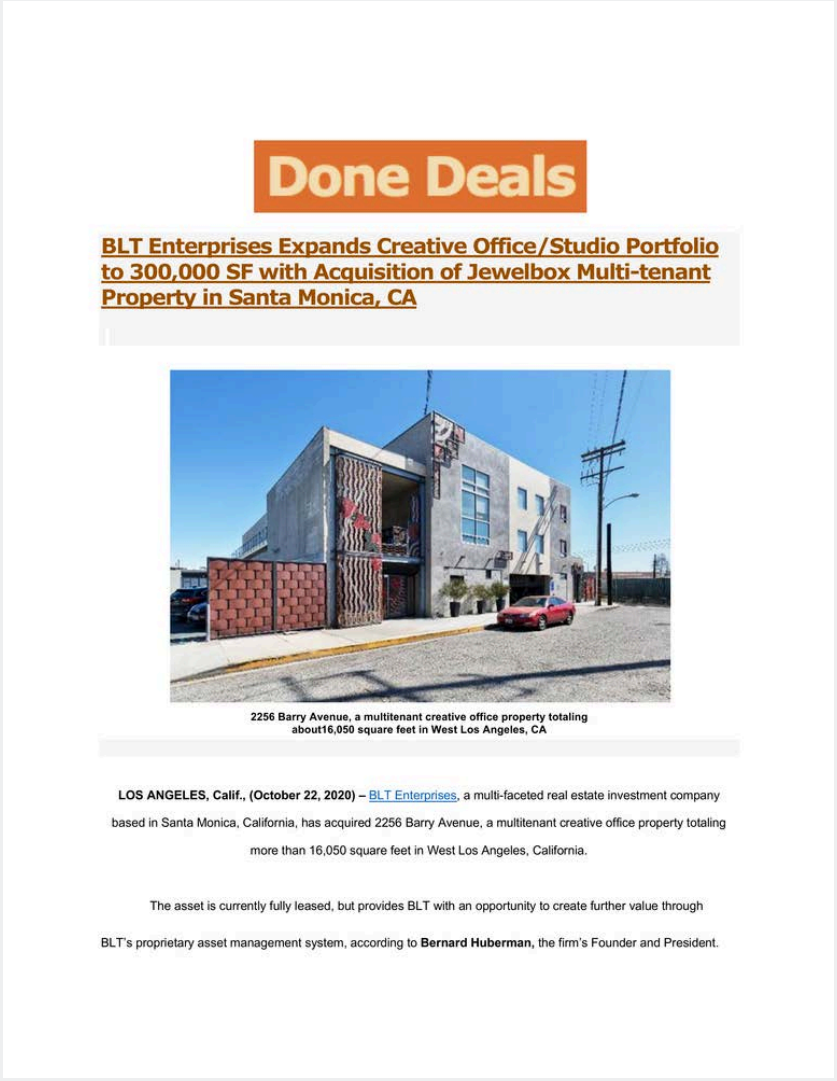

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BLT Enterprises Expands Creative Office/Studio Portfolio to 300,000 SF with Acquisition of Jewelbox Multi-tenant Property in Santa Monica, CA

2256 Barry Avenue, a multitenant creative office property totaling about16,050 square feet in West Los Angeles, CA

LOS ANGELES, Calif., (October 22, 2020) – BLT Enterprises, a multi-faceted real estate investment company based in Santa Monica, California, has acquired 2256 Barry Avenue, a multitenant creative office property totaling more than 16,050 square feet in West Los Angeles, California.

The asset is currently fully leased, but provides BLT with an opportunity to create further value through BLT's proprietary asset management system, according to **Bernard Huberman,** the firm's Founder and President.

October 27, 2020 ONLINE

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Tuesday, October 27, 2020

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"The prime location of this asset is perfectly aligned with our business plan to acquire properties in coastal California submarkets near major transportation corridors," says Huberman, who notes

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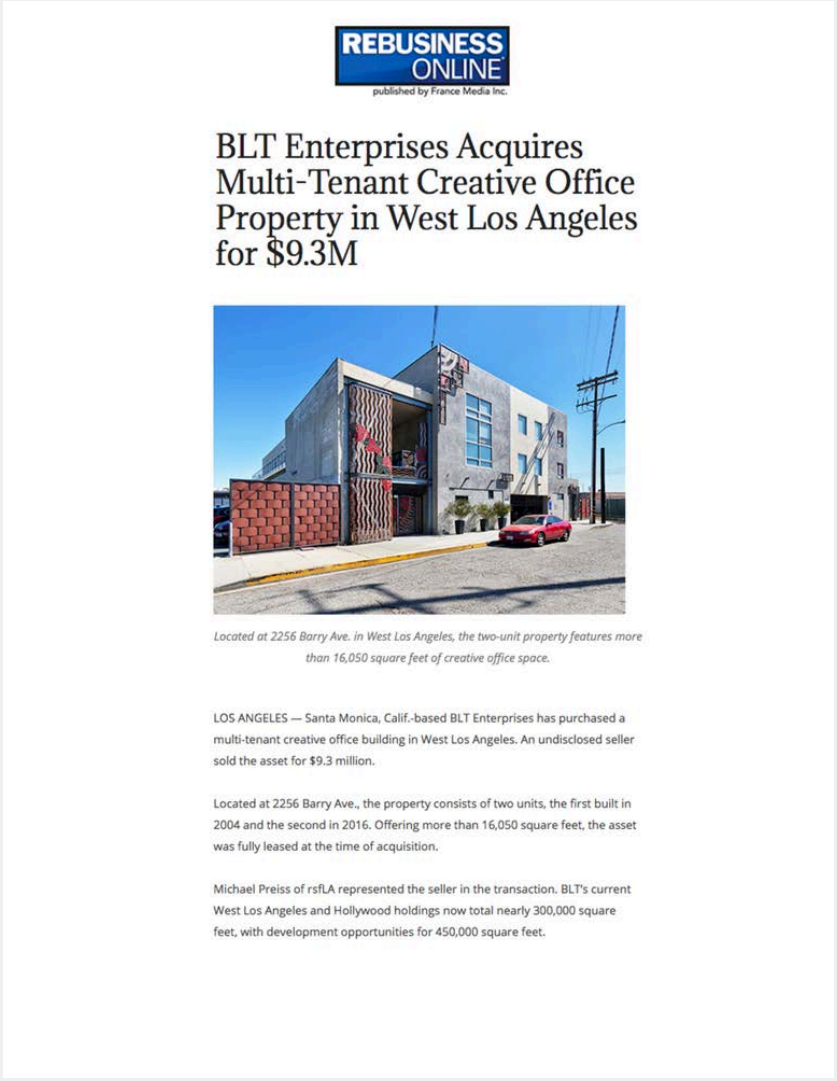

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BLT Enterprises Acquires Multi-Tenant Creative Office Property in West Los Angeles for $9.3M

Located at 2256 Barry Ave. in West Los Angeles, the two-unit property features more than 16,050 square feet of creative office space.

LOS ANGELES — Santa Monica, Calif.-based BLT Enterprises has purchased a multi-tenant creative office building in West Los Angeles. An undisclosed seller sold the asset for $9.3 million.

Located at 2256 Barry Ave., the property consists of two units, the first built in 2004 and the second in 2016. Offering more than 16,050 square feet, the asset was fully leased at the time of acquisition.

Michael Preiss of rsfLA represented the seller in the transaction. BLT's current West Los Angeles and Hollywood holdings now total nearly 300,000 square feet, with development opportunities for 450,000 square feet.

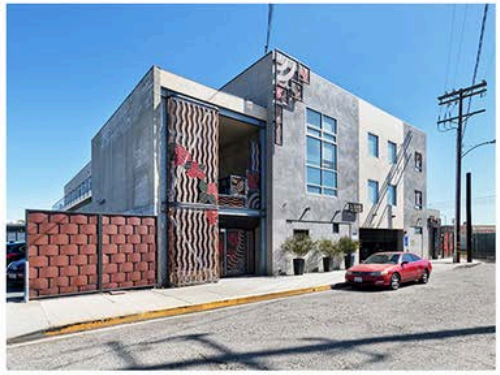
October 29, 2020 ONLINE

REBusinessOnline (61-185)

rebusinessonline.com/blt-enterprises-acq...

BLT Enterprises Acquires Multi-Tenant Creative Office Property in West Los Angeles for $9.3M

Posted on October 29, 2020 by Amy Works in Acquisitions, California, Office, Western



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BLT Enterprises Adds to Its West LA Portfolio

The office property at 2256 Barry Ave. is fully leased. Photo by MICHAEL NG

Santa Monica-based BLT Enterprises has continued its buying spree, purchasing an office property in Sawtelle for $9.29 million.

The property, located at 2256 Barry Ave., has more than 16,000 square feet and is fully leased. It has two units, one built in 2004 and the other in 2016.

BLT said it would still add value to the site. "The prime location of this asset is perfectly aligned with our business plan to acquire properties in coastal California submarkets near major transportation corridors," Bernard Huberman, BLT's founder and president, said in a statement. "West L.A. remains the most in-demand submarket for office space in the region, continuing to post the lowest vacancies amidst ample deliveries."

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BLT Enterprises Adds to Its West LA Portfolio

By Hannah Madans

Monday, November 16, 2020

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near major transportation corridors," Bernard Huberman, BLT's founder and president, said in a statement. "West L.A. remains the most in-demand submarket for office space in the region, continuing to post the lowest vacancies amidst ample deliveries."

BLT Enterprises has been rapidly growing.

In August, the company announced the purchase of Television Center in Hollywood for $64 million. Television Center is a roughly 200,000-square-foot creative office building and production campus.

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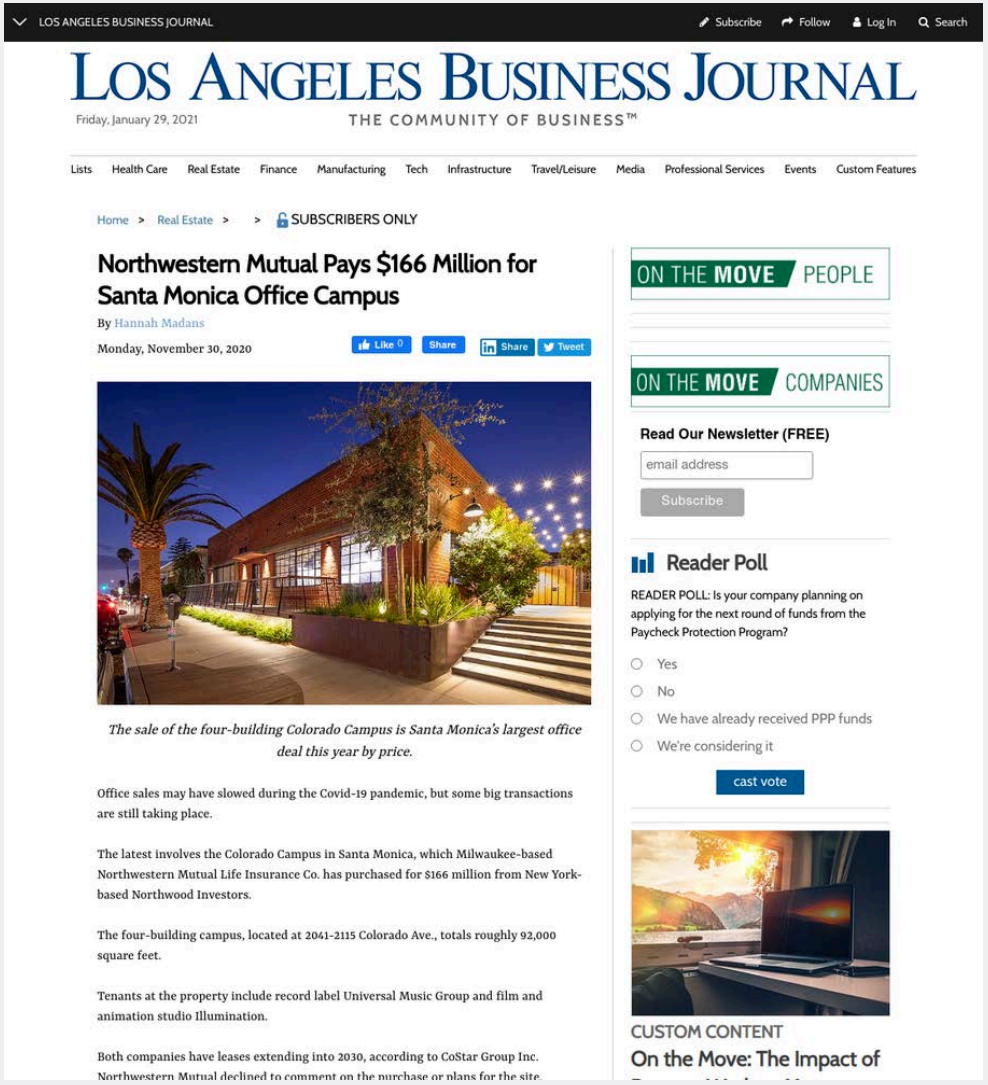

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Northwestern Mutual Pays $166 Million for Santa Monica Office Campus

By Hannah Madans

Monday, November 30, 2020

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The sale of the four-building Colorado Campus is Santa Monica's largest office deal this year by price.

Office sales may have slowed during the Covid-19 pandemic, but some big transactions are still taking place.

The latest involves the Colorado Campus in Santa Monica, which Milwaukee-based Northwestern Mutual Life Insurance Co. has purchased for $166 million from New York-based Northwood Investors.

The four-building campus, located at 2041-2115 Colorado Ave., totals roughly 92,000 square feet.

Tenants at the property include record label Universal Music Group and film and animation studio Illumination.

Both companies have leases extending into 2030, according to CoStar Group Inc. Northwestern Mutual declined to comment on the purchase or plans for the site.

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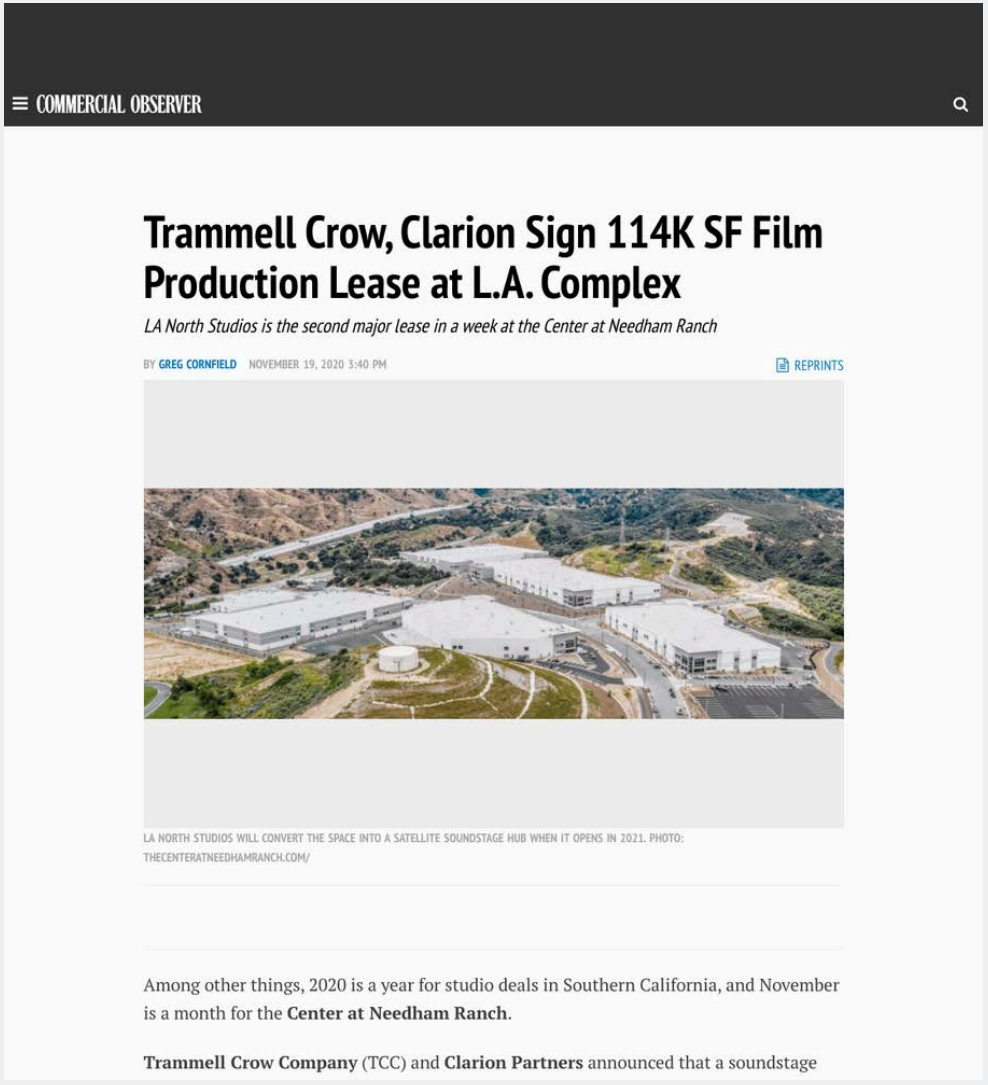

COMMERCIAL OBSERVER

Trammell Crow, Clarion Sign 114K SF Film Production Lease at L.A. Complex

LA North Studios is the second major lease in a week at the Center at Needham Ranch

BY GREG CORNFIELD NOVEMBER 19, 2020 3:40 PM REPRINTS

LA NORTH STUDIOS WILL CONVERT THE SPACE INTO A SATELLITE SOUNDSTAGE HUB WHEN IT OPENS IN 2021. PHOTO: THECENTERATNEEDHAMRANCH.COM/

Among other things, 2020 is a year for studio deals in Southern California, and November is a month for the **Center at Needham Ranch**.

Trammell Crow Company (TCC) and **Clarion Partners** announced that a soundstage

November 19, 2020 ONLINE

Commercial Observer

commercialobserver.com/2020/11/los-ang...

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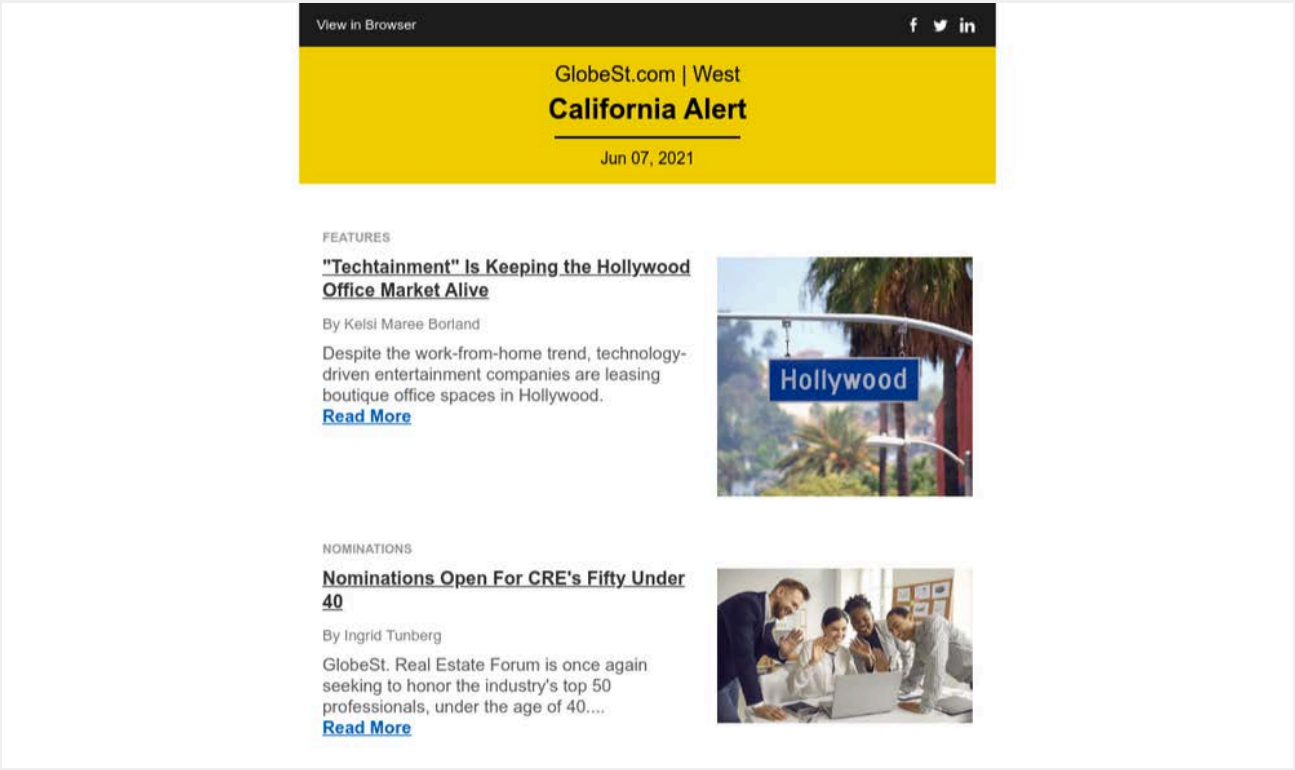

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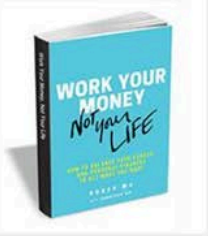

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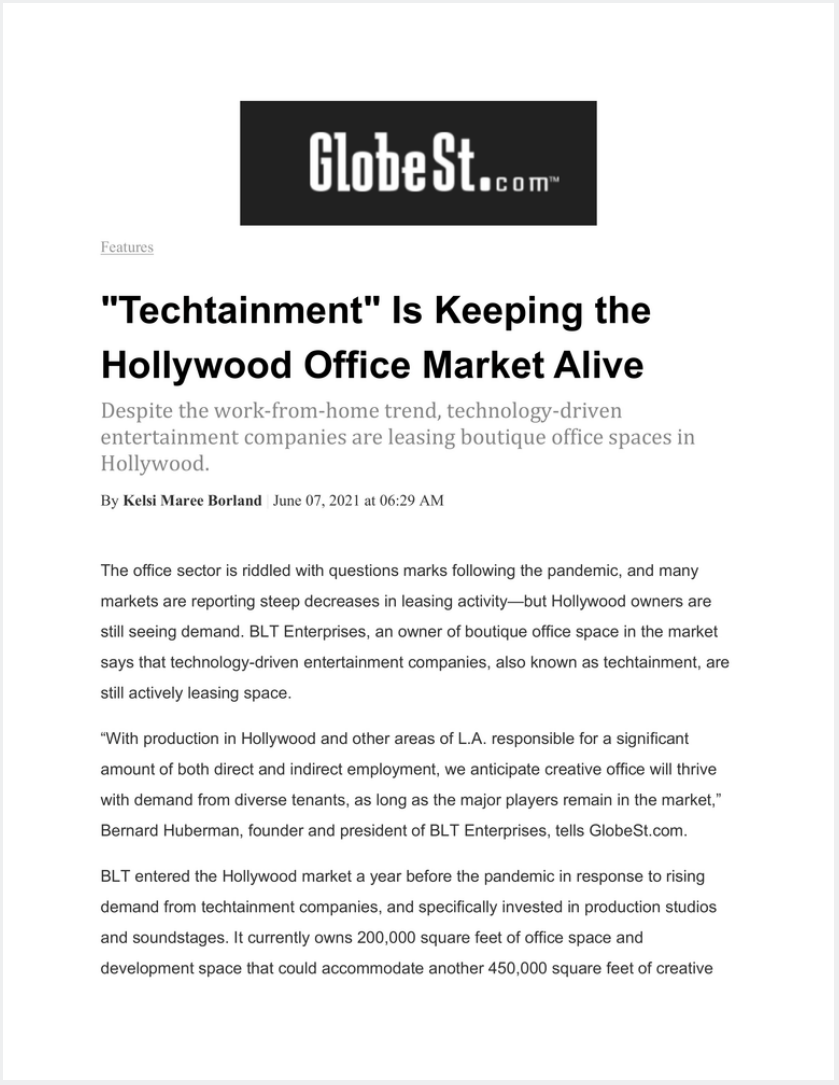

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"Techtainment" Is Keeping the Hollywood Office Market Alive

Despite the work-from-home trend, technology-driven entertainment companies are leasing boutique office spaces in Hollywood.

By **Kelsi Maree Borland** | June 07, 2021 at 06:29 AM

The office sector is riddled with questions marks following the pandemic, and many markets are reporting steep decreases in leasing activity—but Hollywood owners are still seeing demand. BLT Enterprises, an owner of boutique office space in the market says that technology-driven entertainment companies, also known as techtainment, are still actively leasing space.

"With production in Hollywood and other areas of L.A. responsible for a significant amount of both direct and indirect employment, we anticipate creative office will thrive with demand from diverse tenants, as long as the major players remain in the market," Bernard Huberman, founder and president of BLT Enterprises, tells GlobeSt.com.

BLT entered the Hollywood market a year before the pandemic in response to rising demand from techtainment companies, and specifically invested in production studios and soundstages. It currently owns 200,000 square feet of office space and development space that could accommodate another 450,000 square feet of creative

June 07, 2021 ONLINE

GlobeSt (61-0272)

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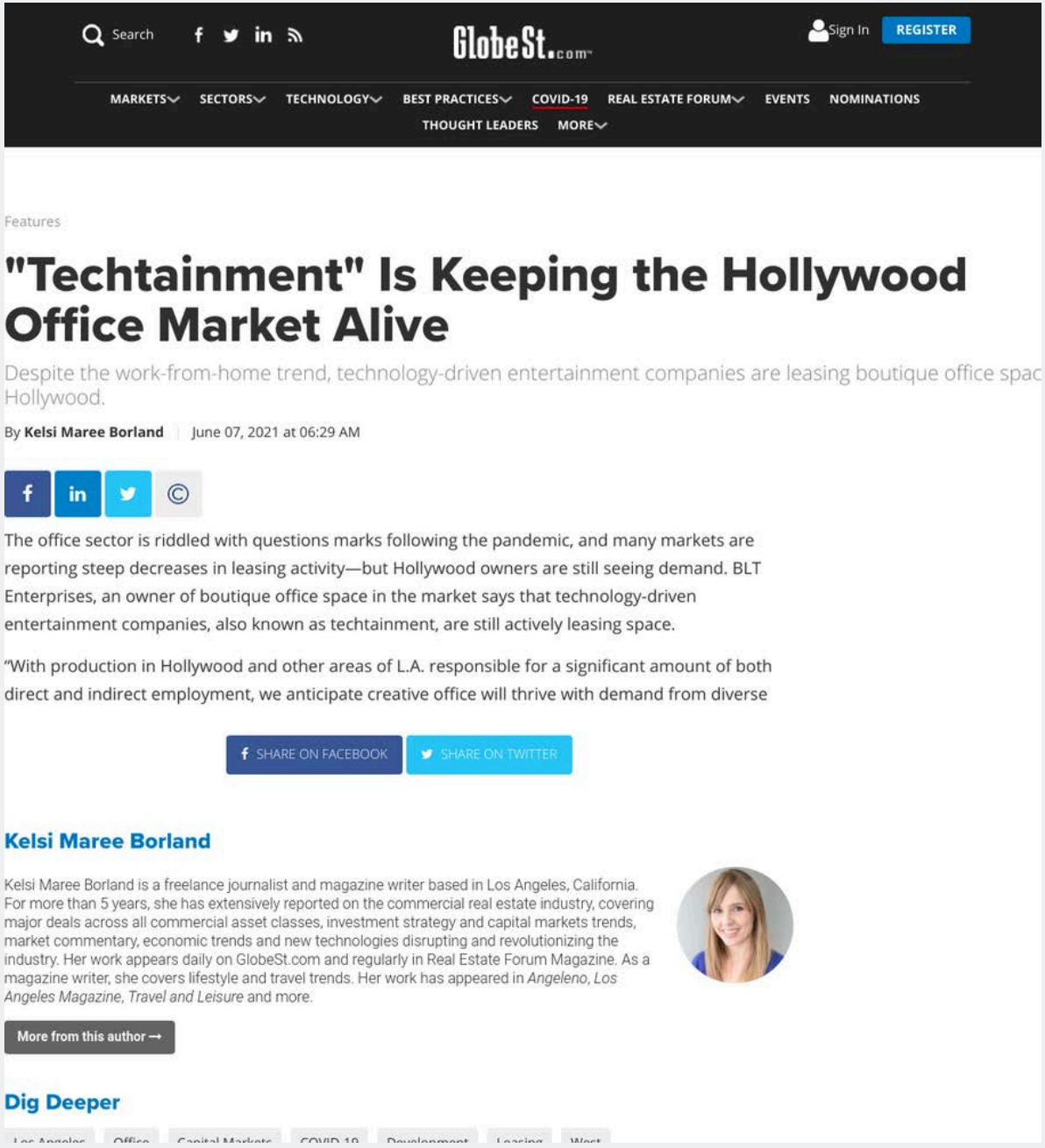
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Kelsi Maree Borland
Kelsi Maree Borland is a freelance journalist and magazine writer based in Los Angeles, California. For more than 5 years, she has extensively reported on the commercial real estate industry, covering major deals across all commercial asset classes, investment strategy and capital markets trends, market commentary, economic trends and new technologies disrupting and revolutionizing the industry. Her work appears daily on GlobeSt.com and regularly in Real Estate Forum Magazine. As a magazine writer, she covers lifestyle and travel trends. Her work has appeared in Angeleno, Los Angeles Magazine, Travel and Leisure and more.
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Kansas Business Journal

June 17, 2021 ONLINE

L.A. Biz (61-0258)

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COMMERCIAL REAL ESTATE

BLT Enterprises is repositioning The Hollywood Exchange with strategic interior, exterior and landscape renovations.

MICHAEL NG PHOTOGRAPHY

By Annlee Ellingson – Staff Reporter, L.A. Biz
Jun 17, 2021

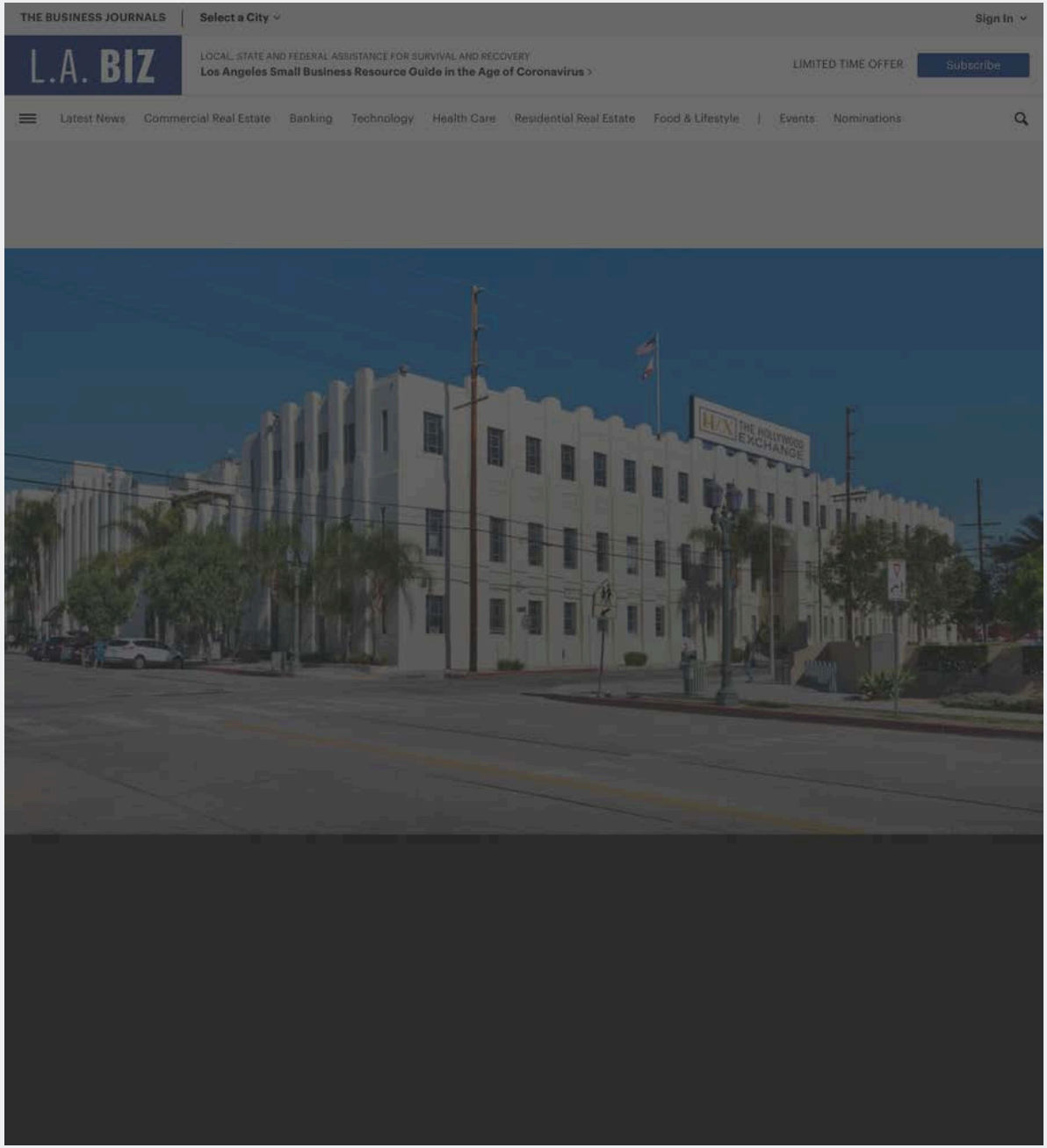
Television Center is getting a makeover.

BLT Enterprises, which acquired the Hollywood property for $64 million last year, is repositioning the 200,000-square-foot creative campus with strategic interior, exterior and landscape renovations.

The property is also getting a new name: The Hollywood Exchange.

"This 'Crown Jewel' asset ... embodies rich and iconic Hollywood history while presenting opportunities to improve and modernize the space for today's 'techtainment' tenant needs," said BLT founder and President Bernard Huberman in a statement. "The new name we've given the property, The Hollywood Exchange, represents the ongoing convergence of [tech and media] industries in the area."

Located at 6311 Romaine St. near Santa Monica and Cahuenga Boulevards, the 11-building, 6.4-acre property once served as Technicolor's headquarters as well as the studio lot for Metro Pictures Corp., which merged into Metro-Goldwyn-Mayer in 1924.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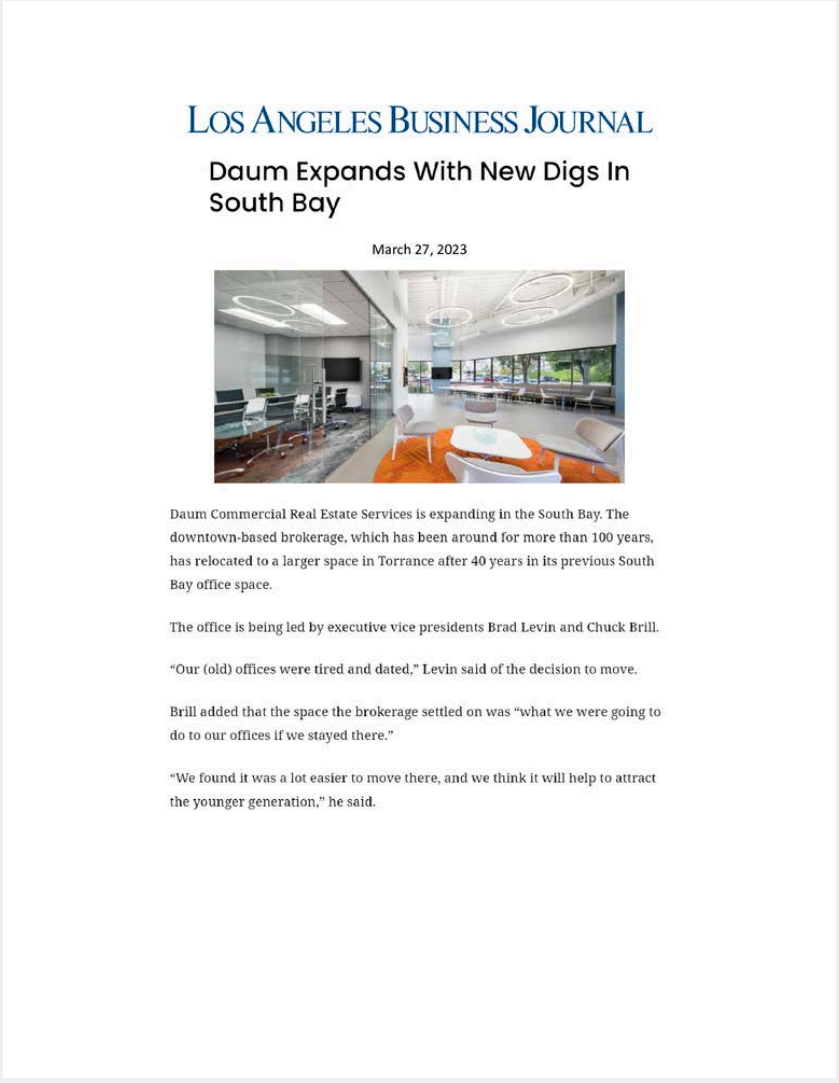

LOS ANGELES BUSINESS JOURNAL

Daum Expands With New Digs In South Bay

March 27, 2023

Daum Commercial Real Estate Services is expanding in the South Bay. The downtown-based brokerage, which has been around for more than 100 years, has relocated to a larger space in Torrance after 40 years in its previous South Bay office space.

The office is being led by executive vice presidents Brad Levin and Chuck Brill.

"Our (old) offices were tired and dated," Levin said of the decision to move.

Brill added that the space the brokerage settled on was "what we were going to do to our offices if we stayed there."

"We found it was a lot easier to move there, and we think it will help to attract the younger generation," he said.

March 27, 2023 ONLINE

Los Angeles Business Journal (76-02673)

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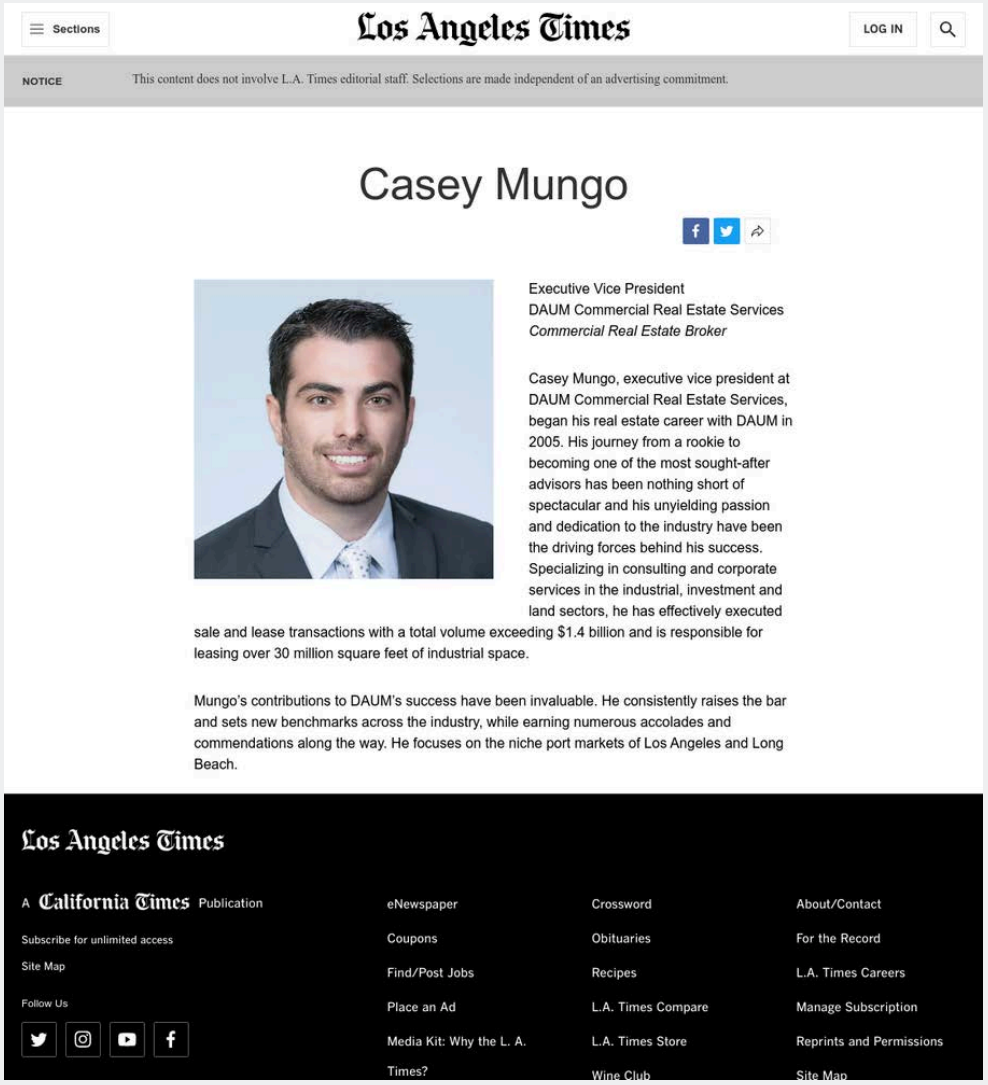

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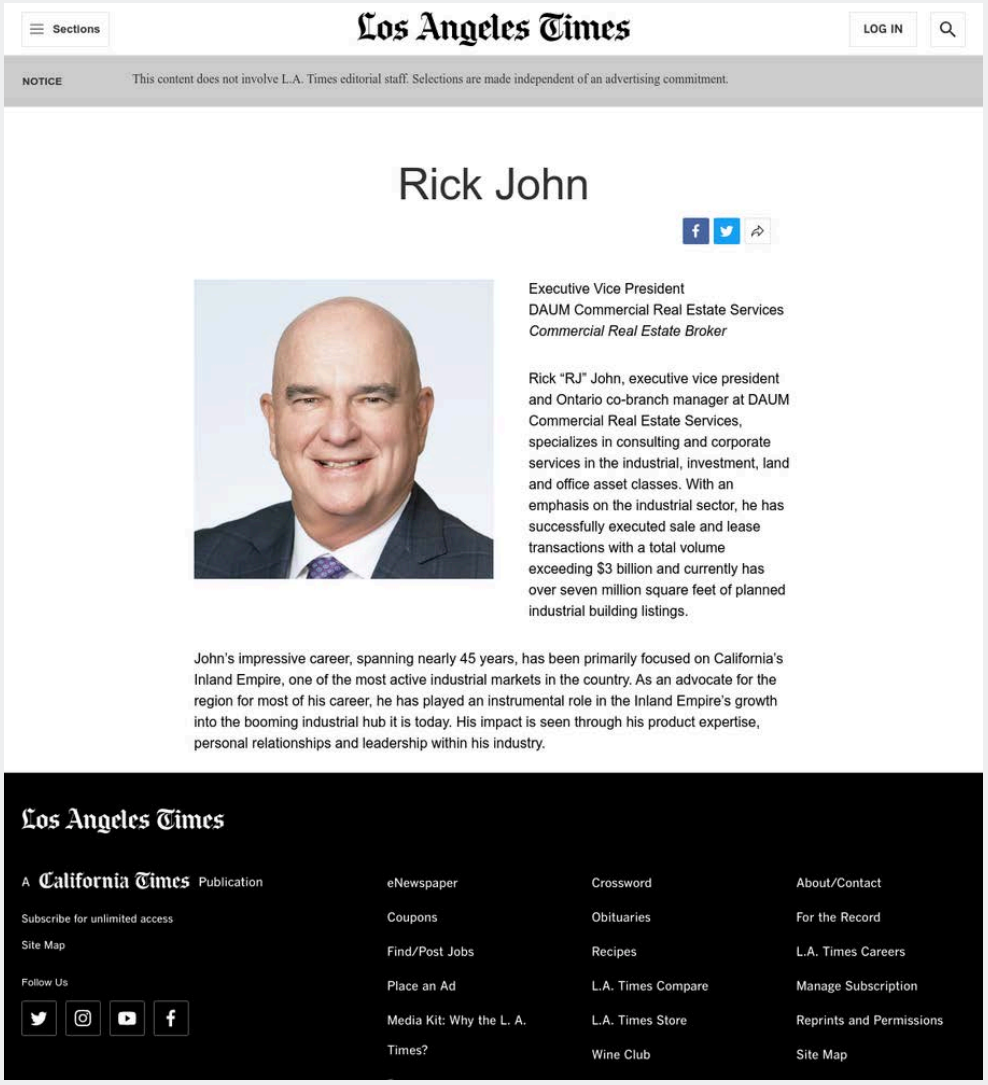

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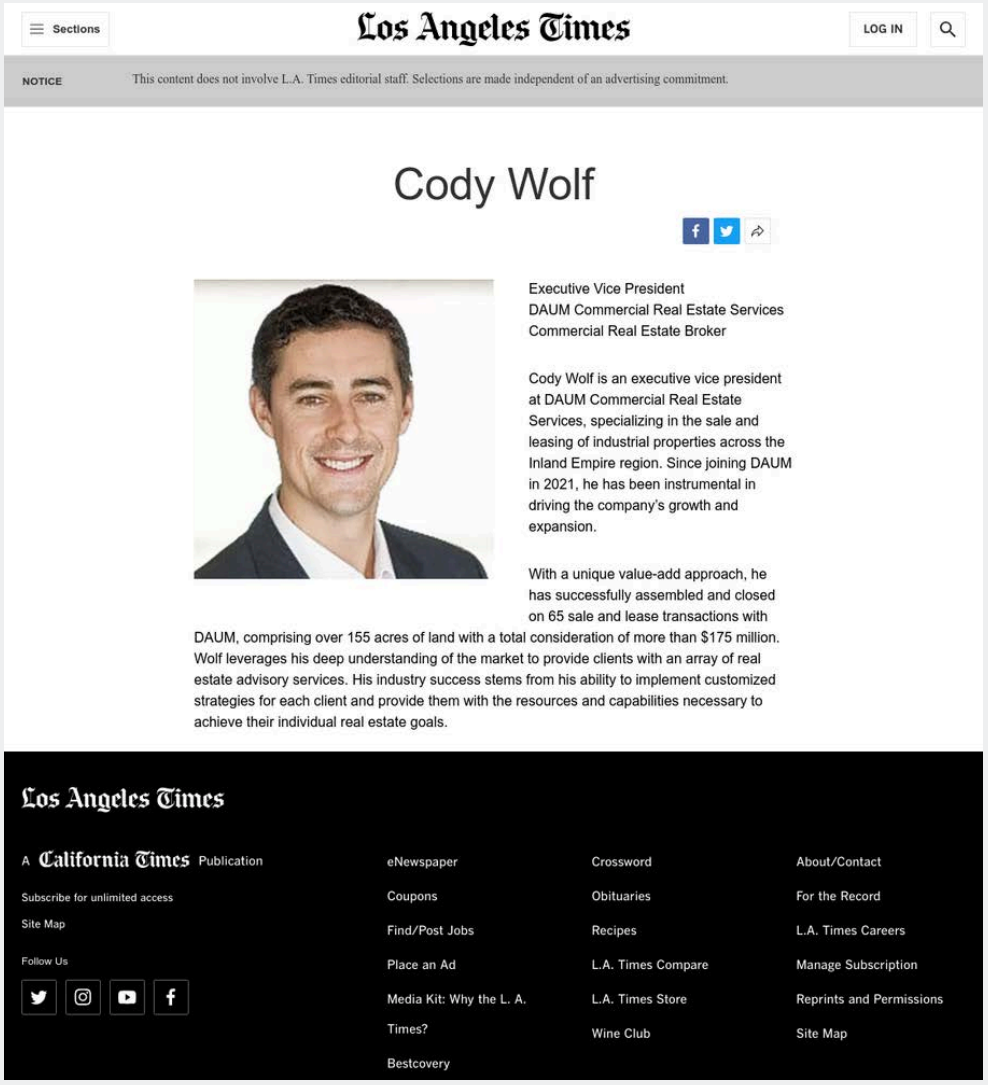

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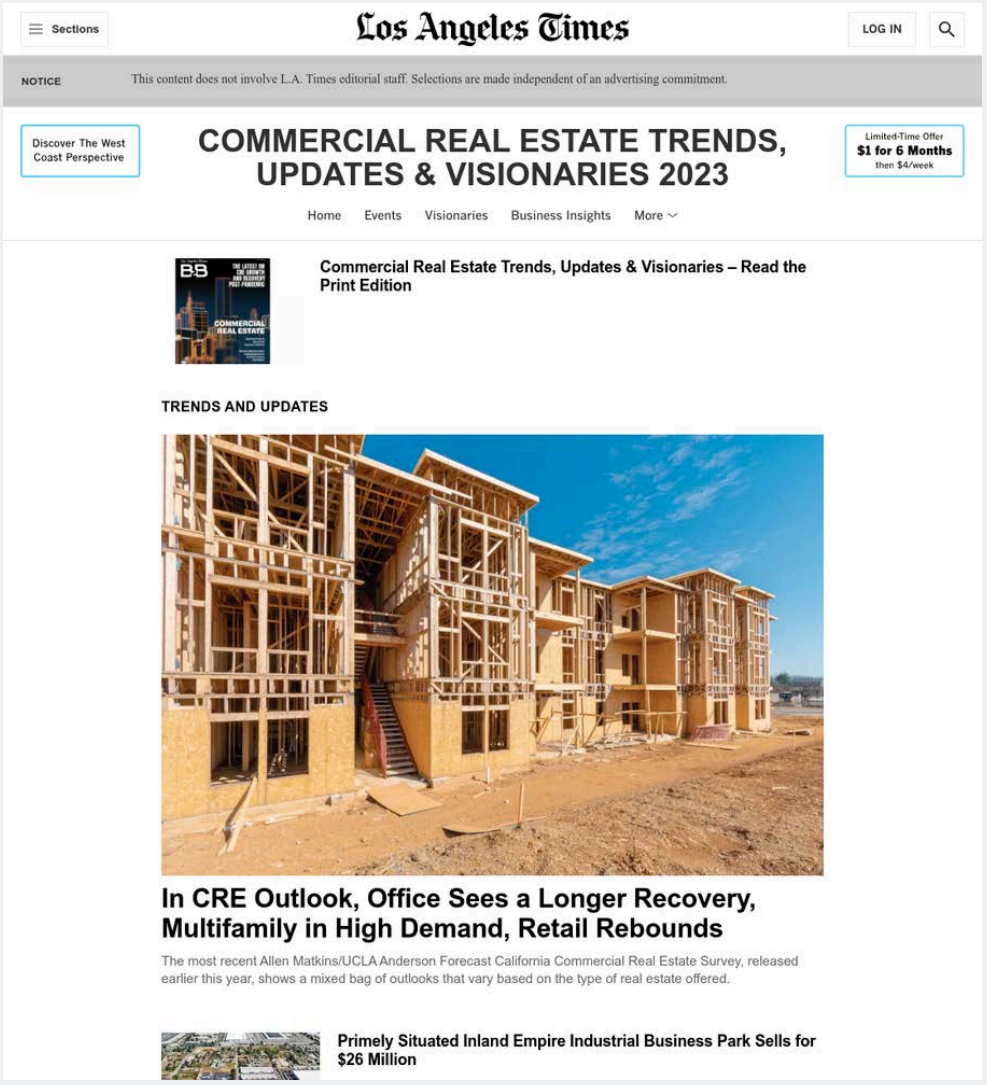
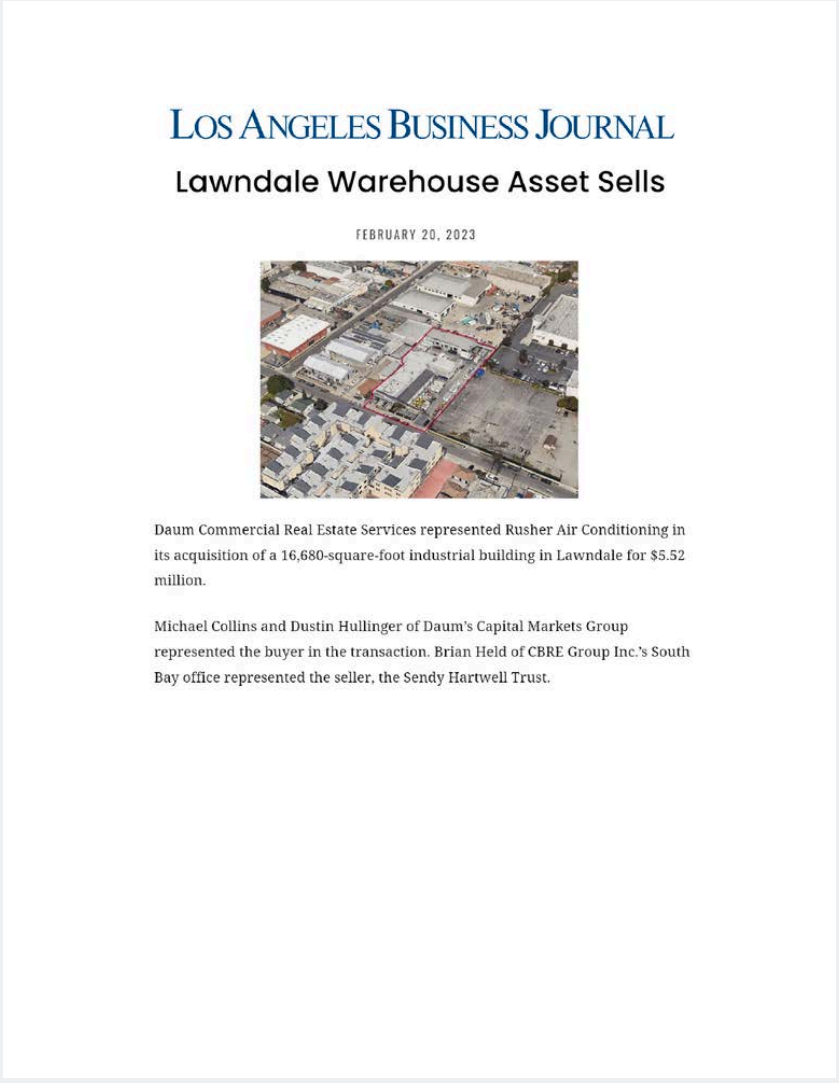


June 21, 2021 ONLINE

Commercial Real Estate Trends, Updates & Visionari...

latimes.com/b2b/cre2023



LOS ANGELES BUSINESS JOURNAL

Lawndale Warehouse Asset Sells

FEBRUARY 20, 2023

Daum Commercial Real Estate Services represented Rusher Air Conditioning in its acquisition of a 16,680-square-foot industrial building in Lawndale for $5.52 million.

Michael Collins and Dustin Hullinger of Daum's Capital Markets Group represented the buyer in the transaction. Brian Held of CBRE Group Inc.'s South Bay office represented the seller, the Sendy Hartwell Trust.

February 20, 2023 ONLINE

Los Angeles Business Journal (76-02598)

labusinessjournal.com/real-estate/lawnda...

Monthly Visits **160K**

Monthly Visits

Los Angeles Business Journal

3/28/23, 3:19 PM Los Angeles Business Journal

4 LOS ANGELES BUSINESS JOURNAL MARCH 27, 2023

OSI Wins Contract Valued at $600M

MANUFACTURING: Firm also received a $20M order.

By MARK R. MADLER *Staff Reporter*

OSI Systems Inc. announced two new orders this month.

The first for the Hawthorne-based manufacturer is from Mexico's **Secretaría de la Defensa Nacional** for cargo and vehicle inspection systems and related services. The contract is valued at $600 million.

The second is from **ANA Aeroportos de Portugal** to provide multiple units of its RTT 110 (Real Time Tomography) explosive detection system. The order is valued at $20 million.

For the Mexican order, the company is expected to provide a range of inspection systems, including the Eagle high-energy and low-energy cargo inspection portals, the Carview vehicle inspection system and the Certscan multivariate integration platforms to inspect trucks, buses and cars at several Mexican customs border checkpoints at the country's northern and southern borders, OSI said.

Company Chief Executive **Deepak Chopra** said that OSI was honored to have received the award.

"With our successful track record worldwide, particularly in customs and border security initiatives, we possess a profound understanding of how to effectively manage these complex projects," Chopra said.

The company also expects to support the civil works, training and follow-on maintenance of the inspection systems.

For the second order, explosive detection system units will be installed at various airports throughout Portugal to screen passengers' checked baggage. OSI has been engaged to provide ongoing maintenance, service and support for these installations.

The RTT unit employs a proprietary stationary gantry approach to provide high-resolution 3D imaging, and its design allows for efficient inspection of checked baggage and air cargo while maintaining the capability to meet recent threat detection standards. RTT 110 has met the **European Civil Aviation Conference**'s Standard 3 threat detection requirements and has been deployed by numerous international airports and air logistics providers.

Chopra said the company was excited to support the Portuguese airports with its checked baggage screening systems.

"As airports continue to upgrade and expand their infrastructure to meet the latest screening standards, improve baggage throughput and air passenger safety, we continue to invest in innovative solutions and technology to meet the evolving needs of the aviation industry," Chopra he said.

OSI Systems is a vertically integrated designer and manufacturer of specialized electronic systems and components for applications in the homeland security, health care, defense and aerospace industries.

Product: OSI is making inspection systems for Mexico.

Chopra

OSI SYSTEMS

OSI SYSTEMS INC.
HEADQUARTERS: Hawthorne
YEAR FOUNDED: 1987
BUSINESS: Designs and manufactures electronic systems and components.
CEO: Deepak Chopra
EMPLOYEES: 6,303
MARKET CAP: $1.7 billion
REVENUE (Q2): $256 million
NET INCOME (Q2): $20.4 million
NOTABLE: The company operates in three segments – security, health care, and optoelectronics and manufacturing.

Daum Expands With New Digs In South Bay

REAL ESTATE: Brokerage moves offices after 40 years.

By HANNAH MADANS WELK *Managing Editor*

Daum Commercial Real Estate Services is expanding in the South Bay. The downtown-based brokerage, which has been around for more than 100 years, has relocated to a larger space in Torrance after 40 years in its previous South Bay office space.

The office is being led by executive vice presidents **Brad Levin** and **Chuck Brill**.

"Our (old) offices were tired and dated," Levin said of the decision to move.

Brill added that the space the brokerage settled on was "what we were going to do to our offices if we stayed there."

Offices: Daum's new South Bay space.

"We found it was a lot easier to move there, and we think it will help to attract the younger generation," he said.

The new space is 36% larger than Daum's old South Bay office space, which Levin said will allow the firm to bring in new hires.

The firm has been growing in other ways too. Its year-over-year gross revenue rose by 23.2% in 2020, 41.8% in 2021 and 21.3% in 2022.

"We've been having record years and have been in a money-spending mode and trying to hire and improve services and staff and marketing capabilities," Levin said.

He added that with the South Bay expansion, Daum was able to "take advantage of the market turn and get a much better space for our needs."

Brill added that the market changes would help the company continue to grow.

"Whether the economy is expanding or not, we're in the middle either way," Levin said. "We feel well positioned whichever way the economy swings to have growth."

In the South Bay the company is working on a lot of industrial real estate transactions, where Levin sees strong demand.

"The South Bay has been a very good hub for the industry, and we've been able to capitalize on that," Levin said.

Brill said the company, which is in Southern California and Arizona, had no current plans to enter new markets but was "always actively looking" at acquisitions of other companies and growth.

DAUM
COMMERCIAL REAL ESTATE SERVICES

DAUM COMMERCIAL REAL ESTATE SERVICES
HEADQUARTERS: Downtown
YEAR FOUNDED: 1934
BUSINESS: Real estate brokerage
CEO: Michael Nuhfer
OFFICES: 11
NOTABLE: Daum is expanding in the South Bay with a new office.

Skechers Stock Price Lags Its Peers

RETAIL: One analyst, however, rates it a buy.

By MARK R. MADLER *Staff Reporter*

Share prices of Manhattan Beach-based footwear and apparel manufacturer **Skechers U.S.A. Inc.** have grown but not as quickly as some other shoe and clothing companies.

Abbie Zvejnieks, a research analyst with **Piper Sandler & Co.** based in New York City, wrote in a research report Feb. 2 that the firm was keeping a neutral rating on the company while raising the target price to $47.

Shares of the company's stock closed at $44.34 on March 22.

"While we acknowledge that comfort at a reasonable price continues to resonate with consumers, we remain on the sidelines given likely unfavorable dynamics in U.S. wholesale and China in the (first half of the year)," Zvejnieks said in her report.

Raymond James & Associates Inc. analyst **Rick B. Patel**, however, gave Skechers shares an outperform, or a buy, rating in a research note from March 7.

Patel pointed out Skechers is investing in both China and India.

After a difficult second half of last year due to the country's Covid policy, China appears to be gaining traction, Patel wrote in the report.

"Skechers continues to see China as an attractive long-term opportunity and is investing in its second distribution center in the region," Patel said.

As for India, the company sees an opportunity there amid changes in population trends and a growing middle, he said.

"It's planning owned and franchise stores, and its first distribution center is planned for later this year," Patel wrote.

Despite challenges from temporary store closures in China and rising freight and logistic costs, Skechers still managed to hit record revenue last year.

David Weinberg, chief operating officer of Skechers, said that the shoemaker also experienced supply-chain disruptions.

"We overcame those challenges and achieved record annual sales due to the flexibility, creativity and dedication of the global Skechers organization, editors and distribution centers, our sales teams in the field and our retail associates throughout our global network of Skechers stores," Weinberg said.

Compared to other footwear and apparel companies, Skechers is falling short in terms of its stock's growth.

Deckers Outdoor Corp., based in Goleta, has increased its stock value by 18% since the start of the year, while **Crocs Inc.**, based in Broomfield, Colorado, has jumped 8.5%. **Steven Madden Ltd.**, based in Long Island City, New York, has risen 12% since Jan. 3, the first day of trading in the new year. By comparison, Skechers' stock has increased 6% since Jan. 3.

Retail: The interior of a Skechers store.

SKECHERS U.S.A. INC.
(NYSE: SKX)
HEADQUARTERS: Manhattan Beach
YEAR FOUNDED: 1992
BUSINESS: Develops, manufactures and sells footwear and apparel
CEO: Robert Greenberg
EMPLOYEES: 7,300
MARKET CAP: $7 billion
REVENUE (Q4): $1.9 billion
NET INCOME (Q4): $75.5 million
NOTABLE: Ended last year with 4,537 Skechers store worldwide, of which 3,060 were third-party stores and the remainder company-owned.

pressreader

https://labusinessjournal.pressreader.com/los-angeles-business-journal/20230327 1/1

March 27, 2023 PRINT

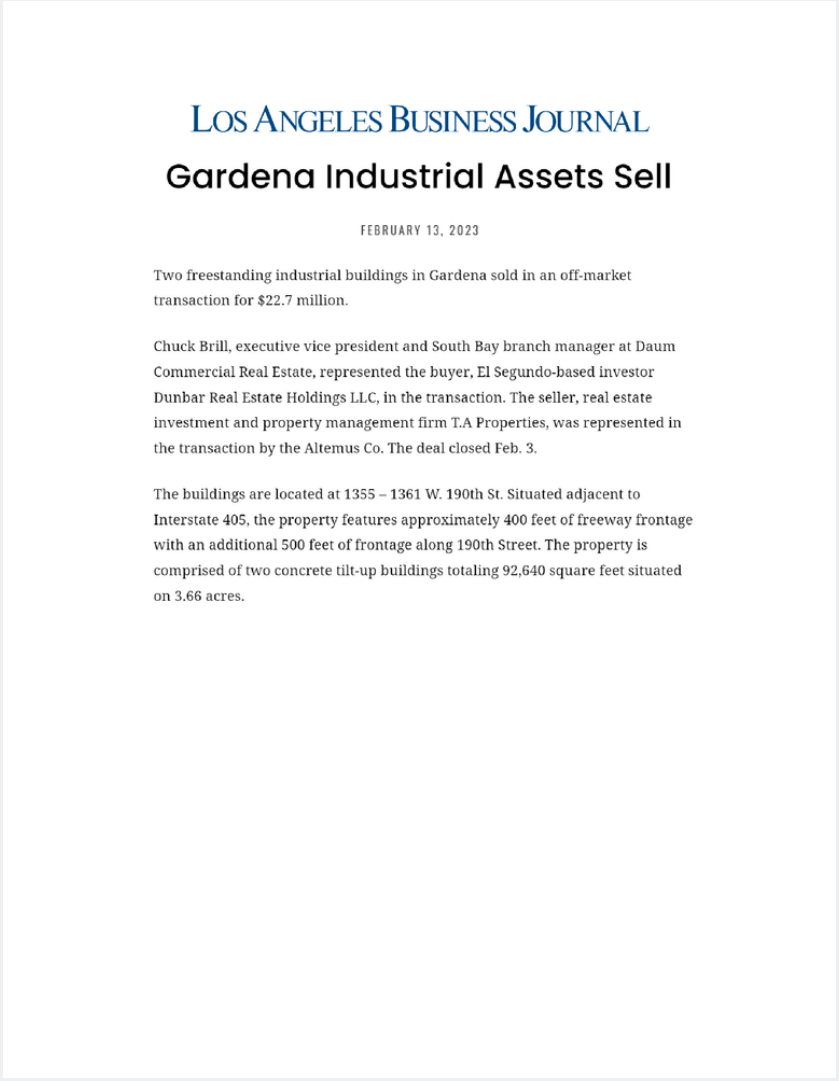
Los Angeles Business Journal (76-02673)

labusinessjournal.pressreader.com/los-an...

Monthly Visits **160K**

Monthly Visits

Los Angeles Business Journal



LOS ANGELES BUSINESS JOURNAL

Gardena Industrial Assets Sell

FEBRUARY 13, 2023

Two freestanding industrial buildings in Gardena sold in an off-market transaction for $22.7 million.

Chuck Brill, executive vice president and South Bay branch manager at Daum Commercial Real Estate, represented the buyer, El Segundo-based investor Dunbar Real Estate Holdings LLC, in the transaction. The seller, real estate investment and property management firm T.A Properties, was represented in the transaction by the Altemus Co. The deal closed Feb. 3.

The buildings are located at 1355 – 1361 W. 190th St. Situated adjacent to Interstate 405, the property features approximately 400 feet of freeway frontage with an additional 500 feet of frontage along 190th Street. The property is comprised of two concrete tilt-up buildings totaling 92,640 square feet situated on 3.66 acres.

February 13, 2023 ONLINE

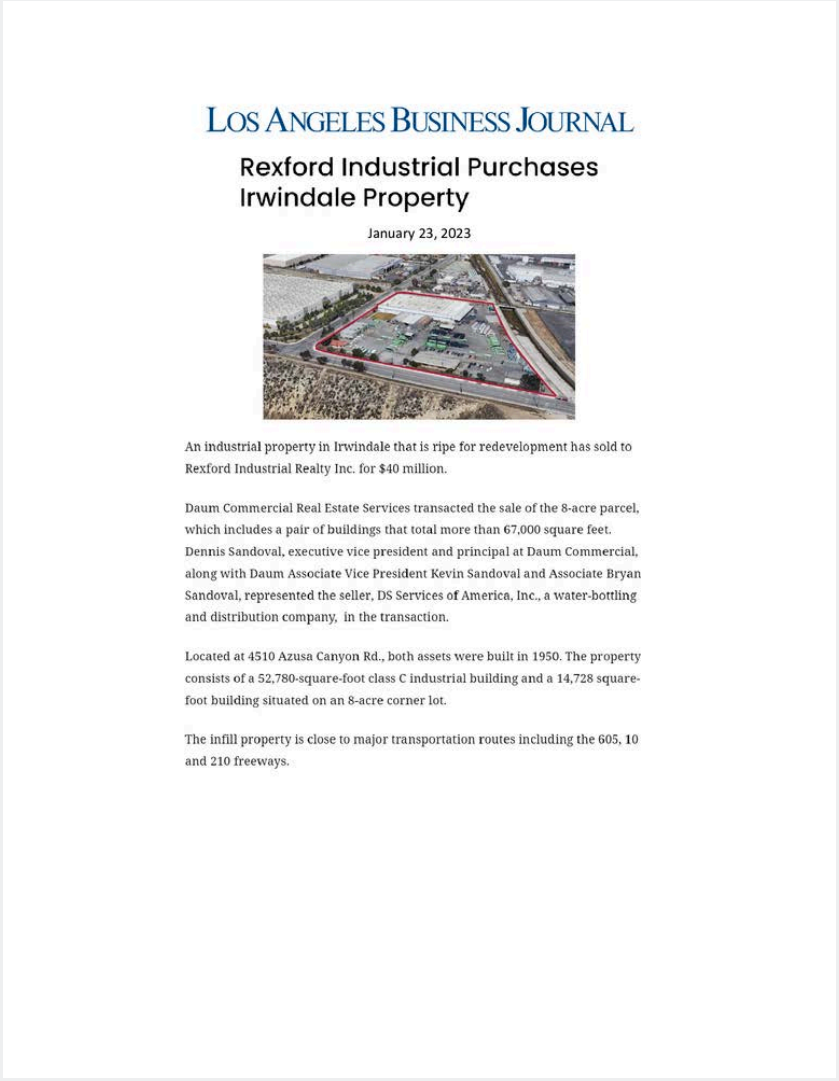
Los Angeles Business Journal (76-03)

labusinessjournal.com/real-estate/garden...

Monthly Visits **160K**

Monthly Visits

Los Angeles Business Journal



LOS ANGELES BUSINESS JOURNAL

Rexford Industrial Purchases Irwindale Property

January 23, 2023

An industrial property in Irwindale that is ripe for redevelopment has sold to Rexford Industrial Realty Inc. for $40 million.

Daum Commercial Real Estate Services transacted the sale of the 8-acre parcel, which includes a pair of buildings that total more than 67,000 square feet. Dennis Sandoval, executive vice president and principal at Daum Commercial, along with Daum Associate Vice President Kevin Sandoval and Associate Bryan Sandoval, represented the seller, DS Services of America, Inc., a water-bottling and distribution company, in the transaction.

Located at 4510 Azusa Canyon Rd., both assets were built in 1950. The property consists of a 52,780-square-foot class C industrial building and a 14,728 square-foot building situated on an 8-acre corner lot.

The infill property is close to major transportation routes including the 605, 10 and 210 freeways.

January 23, 2023 ONLINE

Los Angeles Business Journal (76-02260)

labusinessjournal.com/uncategorized/rexf...

Monthly Visits **160K**

Monthly Visits

Los Angeles Business Journal

LOS ANGELES BUSINESS JOURNAL

DECEMBER 4, 2023

Leaders of Influence: Commercial Real Estate Brokers 2023 – Dennis Sandoval

DENNIS SANDOVAL
Executive Vice President / Principal;
City of Industry Branch Manager

DAUM Commercial Real Estate Services Dennis Sandoval is an executive vice president/principal and City of Industry branch manager at DAUM Commercial Real Estate Services, where he specializes in the sale and leasing of industrial properties with a focus on business real estate and investments throughout the Greater Los Angeles Basin market. Since joining DAUM in 1984, he has been involved in a cross section of significant sales, leasing and investment transactions worth over $1.1 billion over his tenure. In just the past six years, his deal book has totaled nearly $656 million for leases and sales to both investors and occupants.

Sandoval has excelled at directing transactions for notable corporations and investors such as American Honda Motors, UPS, Primo Water/Sparkletts, Wells Fargo, Kraft Foods, Farmers & Merchant Bank, Hyundai America, Lee Kum Kee Foods USA, Mitsui Foods, Action Sales, and Prodalim Group. Sandoval's has focused on growing his business in the Los Angeles Basin.

December 04, 2023 ONLINE

Los Angeles Business Journal (76-0183)

labusinessjournal.com/custom-content/le...

Monthly Visits **108K**

Monthly Visits

Los Angeles Business Journal

LOS ANGELES BUSINESS JOURNAL

DECEMBER 4, 2023

Leaders of Influence: Commercial Real Estate Brokers 2023 – Casey Mungo

CASEY MUNGO
Executive Vice President
DAUM Commercial Real Estate Services

Casey Mungo, executive vice president at DAUM Commercial Real Estate Services, began his real estate career with DAUM in 2005. Since then, fueled by unwavering passion and dedication to the industry, his growth from a rookie to one of the most highly sought-after advisors has been nothing short of remarkable. As an expert in consulting and corporate services, Casey specializes in the industrial, investment and land sectors. With finesse and effectiveness, he has executed sale and lease transactions exceeding an impressive volume of $1.4 billion, while also overseeing the leasing of over 30 million square feet of industrial space.

Mungo's influence has significantly contributed to DAUM's success over the past 18 months. A key player in the company's growth trajectory across the Southern California region, Mungo focuses on the niche port markets of Los Angeles and Long Beach.

December 04, 2023 ONLINE

Los Angeles Business Journal (76-0182)

labusinessjournal.com/custom-content/le...

Monthly Visits **108K**

Monthly Visits

Los Angeles Business Journal

LOS ANGELES BUSINESS JOURNAL

KB Home Buys Site in South El Monte

August 14, 2023

With Los Angeles' growing residential crisis, developers are left to get creative, doing things such as converting land and changing entitlements to do so.

In this case, **KB Home**, the Westwood-based development firm, recently purchased 13.5 acres of commercial land in South El Monte for $24 million on which it plans plan to build as many 200 homes. Zoning for the land, which was originally commercial, was changed to residential by city officials due to significant housing shortages in the San Gabriel Valley. The change in entitlement took nearly two years to complete.

"The process to change the entitlement from commercial to residential, though long, was the ultimate catalyst that enabled this transaction to come to fruition," **Nick Peukpiboon**, a real estate agent at **DUAM Commercial Real Estate Services**, which directed the sale of the land, said in a statement. "El Monte city leadership recognized the need and saw the value of changing the zoning in order to bring in additional family housing to the San Gabriel Valley."

August 14, 2023 ONLINE

Los Angeles Business Journal (76-048)

labusinessjournal.com/latest-issue/kb-ho...

VISIONARIES

Daniel Withers
SVP & Market Leader
Matthews Real Estate Investment Services
Commercial Real Estate Broker

Senior Vice President and Market Leader Daniel Withers brings his 20-plus years in the industry to his leadership role at Matthews, acting as a mentor for young entrepreneurs breaking into the business. In his position, he oversees the company's Encino office and progresses efforts to support the management structure. His natural leadership ability and comprehensive knowledge of the market make him an asset in recruiting and training top talent in the area, as well as overseeing day-to-day responsibilities in the office.

As a specialist in the multifamily sector in Los Angeles and the San Fernando Valley area specifically, Withers is a go-to resource for clients looking to buy or sell MMA assets throughout the market. Throughout his career, he has closed over $1 billion in multifamily investments and ground-up development sites.

Cody Wolf
Executive Vice President
DAUM Commercial Real Estate Services
Commercial Real Estate Broker

Cody Wolf is an executive vice president at DAUM Commercial Real Estate Services, specializing in the sale and leasing of industrial properties across the Inland Empire region. Since joining DAUM in 2021, he has been instrumental in driving the company's growth and expansion. With a unique value-add approach, he has successfully assembled and closed on 65 sale and lease transactions with DAUM, comprising over 155 acres of land with a total consideration of more than $175 million.

Wolf leverages his deep understanding of the market to provide clients with an array of real estate advisory services. His industry success stems from his ability to implement customized strategies for each client and provide them with the resources and capabilities necessary to achieve their individual real estate goals.

Jon Wolf
Partner
Gibbs Giden Locher Turner Senet & Wittbrodt LLP
Professional Services

Jon Wolf is an experienced attorney specializing in business and real estate transactions, corporate governance and related disputes. He provides counsel on various commercial matters, including mergers and acquisitions, partnerships, joint ventures, technology licenses, real estate transactions, secured lender transactions and private equity ventures. He negotiates purchase and sale agreements, credit agreements and leases, representing both sellers and buyers, lenders and borrowers, landlords and tenants. Wolf served as general counsel for a privately held computer software company handling IP licensing, stock incentive plans and employment agreements. He received his JD from Loyola Law School and holds memberships with the State Bar of California, Los Angeles County Bar Association and Beverly Hills Bar.

Aaron Yohnke
President - California Buildings
PCL Construction Services, Inc.
General Contractor

For more than 20 years, Aaron Yohnke has contributed to the success of construction teams and projects across North America, including in the United States and across Canada. His focus is working in and leading teams that produce extraordinary results. Now, he oversees work throughout the state and offices in Los Angeles, Orange and San Diego counties.

As a proud third-generation builder, he has diverse project experience in many markets including sports and entertainment, higher education, aviation, healthcare, commercial, civil and institutional work. Aaron's purpose is founded on trying to make a positive impact on his family, the business and within the community. Under his leadership over the past 24 months, California Buildings has thrived in a time that has been challenging for many, successfully breaking internal firm revenue records.

Peter Yorck
Managing Director
JLL
Commercial Real Estate Broker

Managing Director Peter Yorck runs the multi-housing investment sales business in Los Angeles for JLL Capital Markets, where he specializes in transactions throughout Southern and Northern California. He joined JLL as part of the HFF acquisition in 2016 and now has over seven years of commercial real estate experience. Throughout his career, he has been involved in more than $14 billion in transactions. He began as an analyst in San Francisco with HFF, transitioned into production there in 2017 and moved to LA in 2020 to run the multi-housing business for the area.

Since moving to LA, Yorck has grown the multi-housing team from one to six people. In the past 24 months, he has executed a transaction volume of approximately $1.6 billion across 12 deals in Los Angeles County alone.

[Continued from page 12]

tegic investment opportunity with ample development potential.

"Situated in a highly sought-after market surrounded by institutional grade distribution centers, Gifford Business Park offered a rare investment opportunity to capitalize on the increasing market fundamentals," said Smith. "We are pleased with the successful result for MIG, who have acquired a stable cash-flowing, multi-tenant asset with additional upside via below market rents."

Comprising 78 units across seven buildings, with units ranging from 910 to 19,302 square feet, the park offers unit flexibility and opportunity for expansion. The project benefits from proximity to three major highways which serve the greater Los Angeles, Orange County, and Riverside metro areas and provide a direct corridor from the Los Angeles and Long Beach ports.

"We executed our business plan of addressing the deferred maintenance on the property, completing capital improvements, stabilizing the rent roll, and exiting in under 18 months," said Srinivas Yalamanchili, principal at Positive Investments.

Recent capital expenditures include roof replacement on five of the seven buildings, exterior paint of the entire property, and parking lot re-slurry. The business park is currently 93% leased with over 50 tenants. In-place rents are nearly 20% below market.

"With limited industrial space available in the submarket, the property offers an opportunity where an investor can capitalize on the increasing market fundamentals fueled by the continued development in the Inland Empire submarket," said Pekarcik. "There is development potential on the yard pad sites and the ability to capture higher rents, given the high desirability of this asset."

Kidder Mathews is the largest independent commercial real estate firm on the West Coast, with over 900 real estate professionals and staff in 20 offices in Washington, Oregon, California, Nevada, and Arizona. The firm performs $12 billion in transactions, manages 53 million square feet of space, and conducts over 2,600 appraisals annually. For more information, visit *kidder.com*.

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July 20, 2023 ONLINE

LA Times - Cody Wolf (76-035)

npaper2.com/business--visionaries/2023/...

Monthly Visits **11.7M**

Monthly Visits

LA Times

B2B PUBLISHING COMMERCIAL REAL ESTATE 23

VISIONARIES

Rick John
Executive Vice President
DAUM Commercial Real Estate Services
Commercial Real Estate Broker

Rick "RJ" John, executive vice president and Ontario co-branch manager at DAUM Commercial Real Estate Services, specializes in consulting and corporate services in the industrial, investment, land and office asset classes. With an emphasis on the industrial sector, he has successfully executed sale and lease transactions with a total volume exceeding $3 billion and currently has over seven million square feet of planned industrial building listings.

John's impressive career, spanning nearly 45 years, has been primarily focused on California's Inland Empire, one of the most active industrial markets in the country. As an advocate for the region for most of his career, he has played an instrumental role in the Inland Empire's growth into the booming industrial hub it is today. His impact is seen through his product expertise, personal relationships and leadership within his industry.

Jeffrey Johnson
COO & Co-Founding Partner
Cypress West Partners
Commercial Real Estate Developer

As Chief Operations Officer, Jeffrey Johnson is responsible for oversight of Cypress West's corporate and property operations, including accounting, property management, leasing, construction management and investor services. He brings more than 35 years of commercial and residential real estate management experience and over 25 years as a member of an executive team to his role with the firm.

Throughout his career, Johnson has provided the day-to-day oversight of over 143 million square feet of commercial and medical office products and more than 10,000 residential units. His experience includes the orchestration for the disposition of 12 fractured condominium projects totaling over 1,200 units in seven states and 500,000 square feet of medical office assets. He co-founded Cypress West with his partner Christopher Dumolla to acquire, develop and manage healthcare properties across the Western United States.

David Josker
President, U.S. West Region Brokerage
Colliers
Commercial Real Estate Broker

As President of the West Region Brokerage for Colliers U.S., David Josker is responsible for the performance and entrepreneurial initiatives of the firm's offices across Arizona, California, Colorado, Hawaii, Nevada, Oregon, Texas, Utah and Washington. After joining the firm in 2018, Josker served as President of U.S. Southwest Region Brokerage, markedly increasing total headcount across each service line and fueling comprehensive growth throughout the country. Josker sets the standard of excellence for brokerage service across all Southwest markets and inspires his peers as a leadership inspiration. He has served in leadership capacities in brokerage, property and project management, debt and structured finance, investment sales and valuation after two decades of CRE experience. Josker also is servant leader, a value developed serving in the U.S. Marine Corps.

Damon Michael Juha
Partner
Freeman, Freeman & Smiley LLP
Professional Services

Damon Juha's unconventional journey to becoming a renowned real estate attorney began with his hands-on experience helping his parents with rental properties. After working as a translator and a law enforcement officer, he joined Freeman, Freeman & Smiley, where he quickly rose to become a partner and co-chair of the firm's real estate department.

Juha's recent deals include subleasing a 730,000-square-foot office building, repositioning an older office campus to a mixed-use development and overseeing the acquisitions of office and industrial properties exceeding $1 billion. He is also active in his community, contributing to organizations such as the Urban Land Institute and City of Hope. His work ethic and practical approach have earned him recognition, including an AV Preeminent Rating and inclusion on the "Best Lawyers in America" and "Super Lawyers" lists.

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Serving the Commercial Real Estate industry is what we do. Connect CRE celebrates Daniel Ceniceros, CEO of Connect Media, for being recognized as a commercial real estate Visionary by L.A. Times B2B Publishing.

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Read Saul Breskal's Visionary profile in this *2023 Commercial Real Estate Magazine* from L.A. Times B2B Publishing.

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July 20, 2023 ONLINE

LA Times - Rick John (76-030)

npaper2.com/business--visionaries/2023/...

Monthly Visits **11.7M**

Monthly Visits

LA Times

B2B PUBLISHING COMMERCIAL REAL ESTATE 29

VISIONARIES

Matthew Mousavi
Managing Principal & Co-Founder
SRS Real Estate Partners National Net Lease Group
Commercial Real Estate Broker

Matthew Mousavi is managing principal and co-founder of SRS' National Net Lease Group (NNLG) based in Newport Beach. The NNLG is the exclusive net lease investment advisory platform for Dallas-based SRS Real Estate Partners. It is comprised of approximately 60 brokers and 30 support staff including its expansion in 2022, adding offices in San Diego and Hawaii.

As managing principal, Mousavi advises clients in the acquisition and disposition of retail investment properties nationwide and is especially adept at aggressively and diligently marketing properties to meet the owners' objectives of price and timing. His experience includes hundreds of single-tenant transactions, structured portfolio sales, multi-unit national sale-leaseback portfolio sales, stable core multi-tenant centers, neighborhood, community and power centers, developer sales and pre-sales and distressed asset sales throughout the U.S.

Casey Mungo
Executive Vice President
DAUM Commercial Real Estate Services
Commercial Real Estate Broker

Casey Mungo, executive vice president at DAUM Commercial Real Estate Services, began his real estate career with DAUM in 2005. His journey from a rookie to becoming one of the most sought-after advisors has been nothing short of spectacular and his unyielding passion and dedication to the industry have been the driving forces behind his success. Specializing in consulting and corporate services in the industrial, investment and land sectors, he has effectively executed sale and lease transactions with a total volume exceeding $1.4 billion and is responsible for leasing over 30 million square feet of industrial space.

Mungo's contributions to DAUM's success have been invaluable. He consistently raises the bar and sets new benchmarks across the industry, while earning numerous accolades and commendations along the way. He focuses on the niche port markets of Los Angeles and Long Beach.

Devon Munos
Senior Director
Savills
Commercial Real Estate Broker

Devon Munos is the senior director and head of research platform initiatives at Savills and works out of the West Los Angeles office. She was promoted to this newly developed national role in the fall of 2021 and has since hired and trained a research team to support her in creating innovative thought leadership for the firm's practice groups.

Since stepping into this role, Munos has released over a dozen new national reports for the legal, life sciences and technology sectors. She is a mentor to new members of the greater research team and leads monthly trainings to ensure best practices are shared. She also helps lead the West Region Junior Broker Development Program which was designed to recruit, train and invest in the next generation of Savills' associate brokers.

David J. Nagel
President & CEO
Decron Properties
Commercial Real Estate Developer

David Nagel is the president and CEO of Decron Properties. In this role, he oversees all aspects of the company's daily activities. Having learned the business from the ground up, he has an intimate familiarity with asset management, property management and construction management and used that expertise to guide the decisions that have helped Decron thrive in a competitive multifamily environment.

Since taking over as CEO in 1988, Nagel has been the driving force behind the company's growth. His vision and drive have allowed Decron to become one of the largest and most respected privately-owned real estate firms in California. Under his leadership, Decron's portfolio of 10 buildings with a $200 million valuation grew into a $3.5 billion enterprise, with the company owning and operating over 55 communities throughout California, Washington and Arizona.

Anton "Tony" Natsis
Partner & Chair of the Real Estate Department
Allen Matkins
Professional Services

Tony Natsis is a highly regarded real estate attorney known for his involvement in major deals on the West Coast and nationwide. He has provided education to the real estate and legal communities regarding COVID-19-related issues. His impressive track record includes commercial office leases exceeding 50 million square feet and transactions totaling over $30 billion. He has received numerous accolades, including being ranked in the top tier of California Real Estate Attorneys and being named to several prestigious lists. Natsis has been involved in the sale of All Storage's portfolio and a tech campus in San Jose, and the purchase of Madison Centre in Seattle. He holds a law degree from the University of Michigan Law School and is associated with the Ziman Real Estate Center and the American College of Real Estate Lawyers.

Jonathan Nikfarjam
Managing Principal & Co-Founder
Shield Commercial Real Estate
Commercial Real Estate Broker

Jonathan Nikfarjam is a commercial real estate broker with a career spanning over 15 years. As the managing principal and co-founder of Shield Commercial Real Estate, he has made significant contributions to the field and has helped countless clients achieve their real estate and financial goals. Often considered a "market maker," he boasts high-priced sales throughout the South Bay region, breaking a variety of sales records and essentially moving the pricing barometer by commanding premiere prices.

Throughout his career, Nikfarjam has consistently demonstrated his expertise in commercial real estate. He has received numerous sales recognition awards, broken highest-priced sale records and closed over 225 transactions totaling just under $1 billion in sales. In its first four years, Shield has sold over 120 transactions with approximately $258 million in sales.

Greg Offsay
Executive Vice President
Illi Commercial Real Estate
Commercial Real Estate Broker

Greg Offsay joined Illi Commercial Real Estate in December 2007 after graduating from USC, where he earned a Bachelor's degree in economics. His primary focus in brokerage is leasing and investment sales of retail and industrial properties. He works with landlords, tenants, sellers and buyers to ensure that they achieve their investment and/or utility objectives.

Offsay has facilitated well over 300 transactions with national, international and local businesses, including Westfield, Macerich, Dunkin Donuts, Hertz Rent-a-Car, Tapout Fitness, Bar Method, Pure Barre, Karina Smirnoff Dance Studio, State Bank of India (California), Dollar Tree, Baskin Robbins, Yogurtland, Menchies Frozen Yogurt, Ortho Mattress and more. He is a key contributor to the growth of Illi's investment sales business, having completed more than $85 million worth of sales transactions since 2015.

Ricardo Pacheco
Managing Director
Colliers
Commercial Real Estate Broker

Ricardo Pacheco serves as the managing director of brokerage for Colliers' Los Angeles offices. A trusted advisor and leader, he is responsible for strengthening business development, improving service delivery and recruiting world-class talent. Implementing his forward-thinking business acumen and diverse industry expertise garnered through his 15-year career, he partners with sales professionals across Los Angeles to develop strategic business plans and provide superior client service.

Pacheco previously served as a regional director for Colliers' U.S. Southwest Region. He played an integral role in working with brokerage professionals to win, keep and grow business across the Southwest. His responsibilities included business operations, strategic planning, business process improvement, financial modeling and analysis.

JULY 2023

This content is produced by the L.A. Times B2B Publishing team. It doesn't involve the editorial staff of the L.A. Times.

July 20, 2023 ONLINE

LA Times - Casey Mungo (76-036)

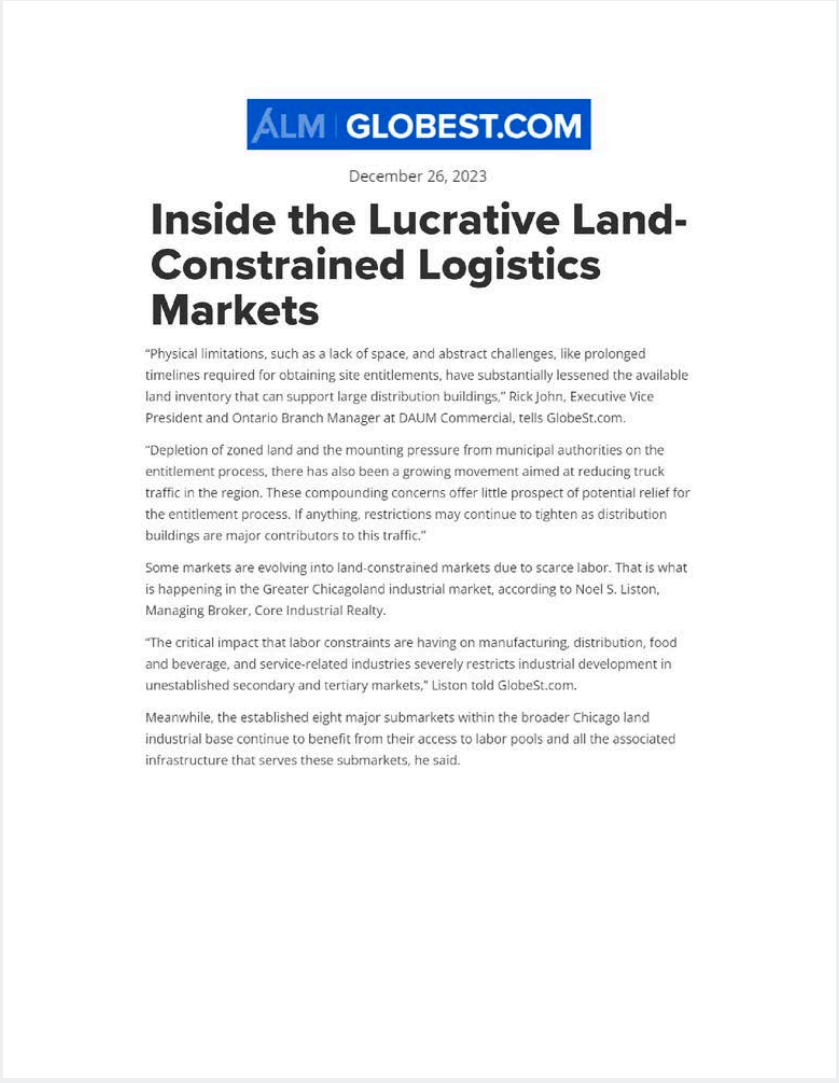
npaper2.com/business--visionaries/2023/...

Monthly Visits **11.7M**

Monthly Visits

GlobeSt.

Visit GlobeSt.com for National and Regional Commercial Real Estate News, Resource Directories, Webinars, Thought Leadership and Events.



ALM | GLOBEST.COM

December 26, 2023

Inside the Lucrative Land-Constrained Logistics Markets

"Physical limitations, such as a lack of space, and abstract challenges, like prolonged timelines required for obtaining site entitlements, have substantially lessened the available land inventory that can support large distribution buildings," Rick John, Executive Vice President and Ontario Branch Manager at DAUM Commercial, tells GlobeSt.com.

"Depletion of zoned land and the mounting pressure from municipal authorities on the entitlement process, there has also been a growing movement aimed at reducing truck traffic in the region. These compounding concerns offer little prospect of potential relief for the entitlement process. If anything, restrictions may continue to tighten as distribution buildings are major contributors to this traffic."

Some markets are evolving into land-constrained markets due to scarce labor. That is what is happening in the Greater Chicagoland industrial market, according to Noel S. Liston, Managing Broker, Core Industrial Realty.

"The critical impact that labor constraints are having on manufacturing, distribution, food and beverage, and service-related industries severely restricts industrial development in unestablished secondary and tertiary markets," Liston told GlobeSt.com.

Meanwhile, the established eight major submarkets within the broader Chicago land industrial base continue to benefit from their access to labor pools and all the associated infrastructure that serves these submarkets, he said.

December 26, 2023 ONLINE

GlobeSt (76-0200)

globest.com/2023/12/26/inside-the-lucrat...

Monthly Visits **112K**

Monthly Visits

L.A. Business First

8/22/23, 3:59 PM KB Home buys Starlite Swap Meet for housing development - L.A. Business First

Please Sign In and use this article's on page print button to print this article.

COMMERCIAL REAL ESTATE

Starlite Swap Meet property sold to become housing development

Before becoming the site for a swap meet, the El Monte property was home to the Starlite Drive-In movie theater built in the 1950s.
DAUM COMMERCIAL

IN THIS ARTICLE

Housing Market
Topic

Nick Peukpiboon
Person

Rudy Lara
Person

By Isabel Sami
Staff Reporter, L.A. Business First
Jul 21, 2023

Listen to this article 2 min

https://www.bizjournals.com/losangeles/news/2023/07/21/starlite-swap-meet-property-sells-kb-home.html 1/5

July 21, 2023 ONLINE

L.A. Business First (76-048)

bizjournals.com/losangeles/news/2023/0...

Monthly Visits **2.59M**
Monthly Visits

After three decades, the site of the former Starlite Swap Meet in El Monte, California, has sold for $24 million, with a housing development to take its place.

Before becoming the site for the swap meet, the property at 2540 Rosemead Blvd. was home to the Starlite Drive-In built in the 1950s.

The 13.5-acre parcel of commercial land sold to Taiwan-based business Starlite Swap Meet Group and became a weekend swap meet in the 1990s. The Starlite Swap Meet closed during the Covid-19 pandemic and never reopened, causing the longtime owner to decide to sell.

Buying the property is KB Home (NYSE: KBH), a Los Angeles-based national homebuilder that will construct up to 200 new homes on the parcel. Originally zoned for commercial use, the property was rezoned for housing through a newly two-year entitlement process following significant housing shortages in the San Gabriel Valley.

In the past year, KB Home has opened housing communities in L.A. County cities such as Arcadia, Santa Clarita and Torrance, plus more than five communities in Riverside County.

Daum Commercial's Lara Team of Nick Peukpiboon and Rudy Lara represented both buyer and seller in the transaction.

"With available land for new development at a premium, the chance to purchase over 13 acres of empty acreage was too good to pass up for KB Homes," Peukpiboon said.

In El Monte, the ninth-largest city in Los Angeles County with a population of approximately 120,000, the median home listing price is nearly $700,000, according to Realtor.com. The transaction highlights demand for

commercial real estate in the San Gabriel Valley, especially for residential properties.

RELATED CONTENT

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Crate Modular 'would have closed their doors' without this investor

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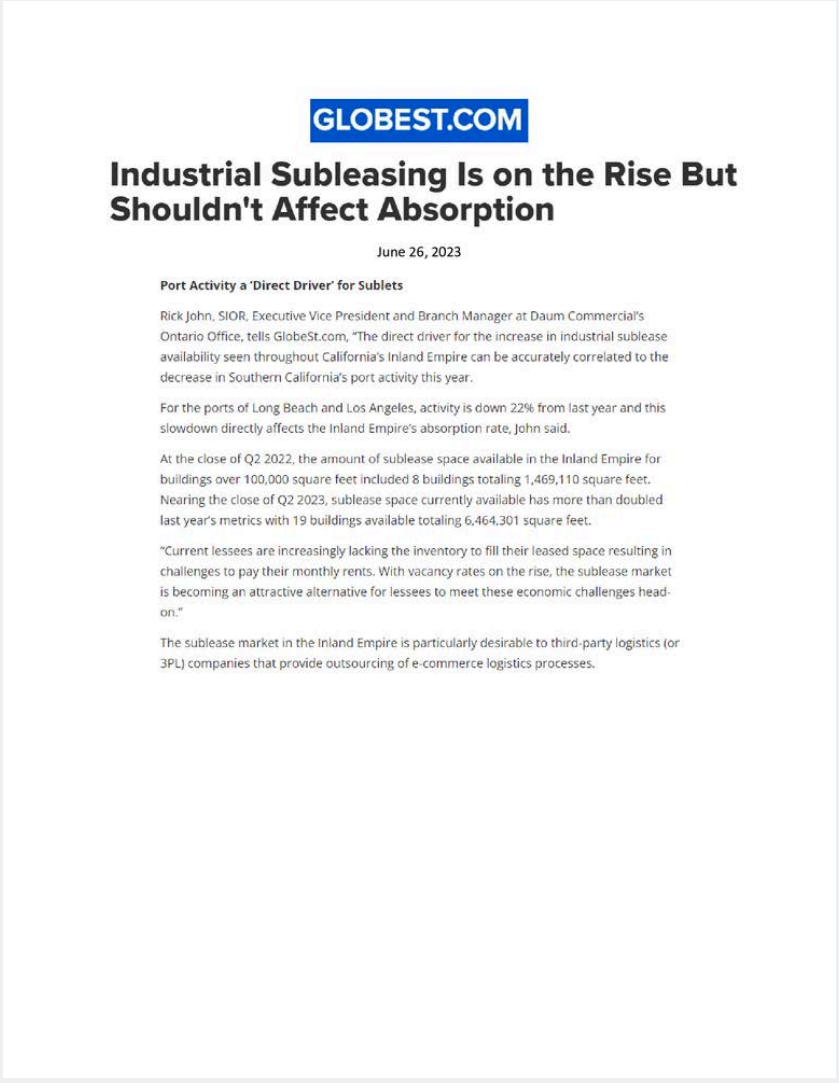


GLOBEST.COM

Industrial Subleasing Is on the Rise But Shouldn't Affect Absorption

June 26, 2023

Port Activity a 'Direct Driver' for Sublets

Rick John, SIOR, Executive Vice President and Branch Manager at Daum Commercial's Ontario Office, tells GlobeSt.com, "The direct driver for the increase in industrial sublease availability seen throughout California's Inland Empire can be accurately correlated to the decrease in Southern California's port activity this year.

For the ports of Long Beach and Los Angeles, activity is down 22% from last year and this slowdown directly affects the Inland Empire's absorption rate, John said.

At the close of Q2 2022, the amount of sublease space available in the Inland Empire for buildings over 100,000 square feet included 8 buildings totaling 1,469,110 square feet. Nearing the close of Q2 2023, sublease space currently available has more than doubled last year's metrics with 19 buildings available totaling 6,464,301 square feet.

"Current lessees are increasingly lacking the inventory to fill their leased space resulting in challenges to pay their monthly rents. With vacancy rates on the rise, the sublease market is becoming an attractive alternative for lessees to meet these economic challenges head-on."

The sublease market in the Inland Empire is particularly desirable to third-party logistics (or 3PL) companies that provide outsourcing of e-commerce logistics processes.

June 26, 2023 ONLINE

GlobeSt. (76-0100)

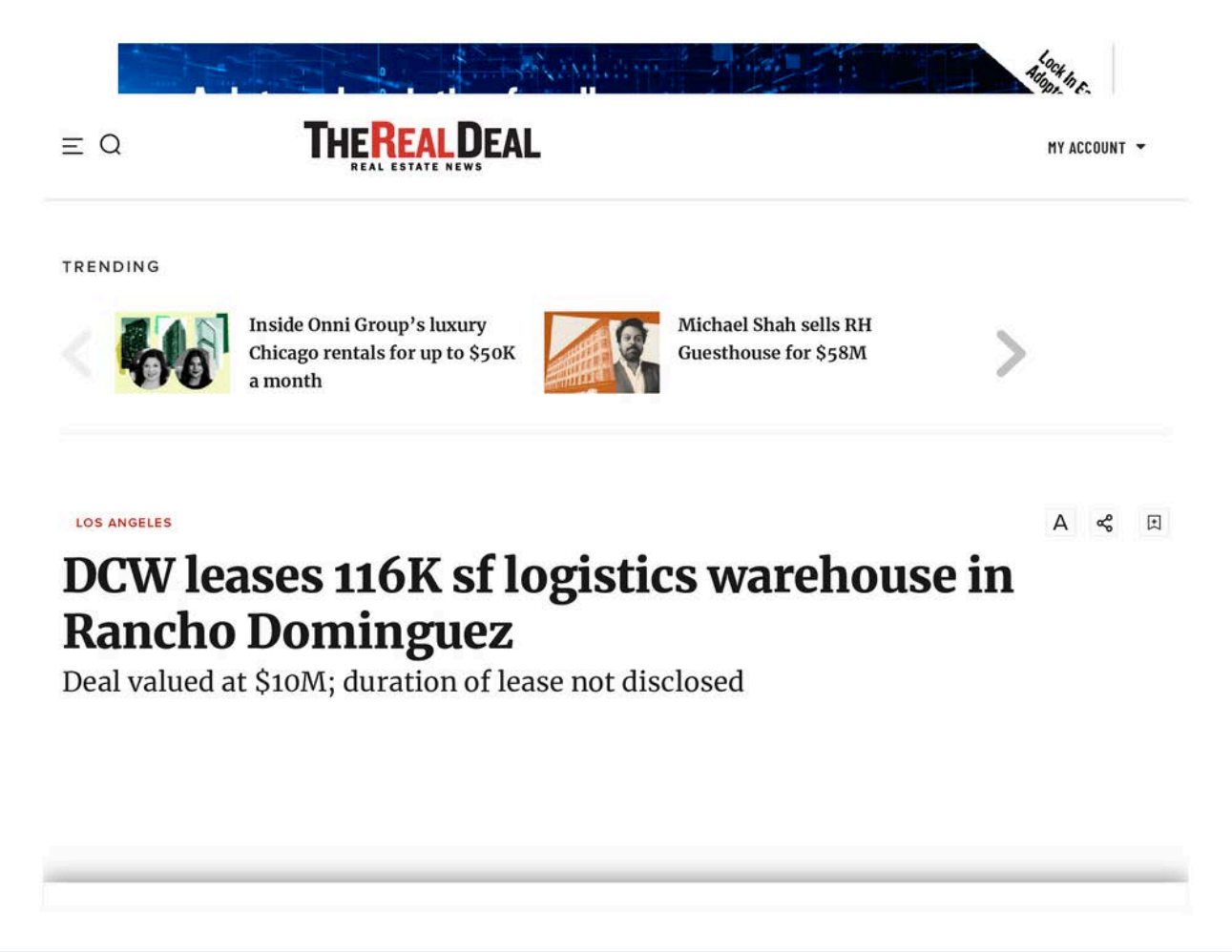
globest.com/2023/06/26/industrial-suble...

Monthly Visits **160K**

Monthly Visits

The Real Deal

The Real Deal is the leading source for real estate news and information. Covering the deals, developments and policies that matter.



December 21, 2023 ONLINE

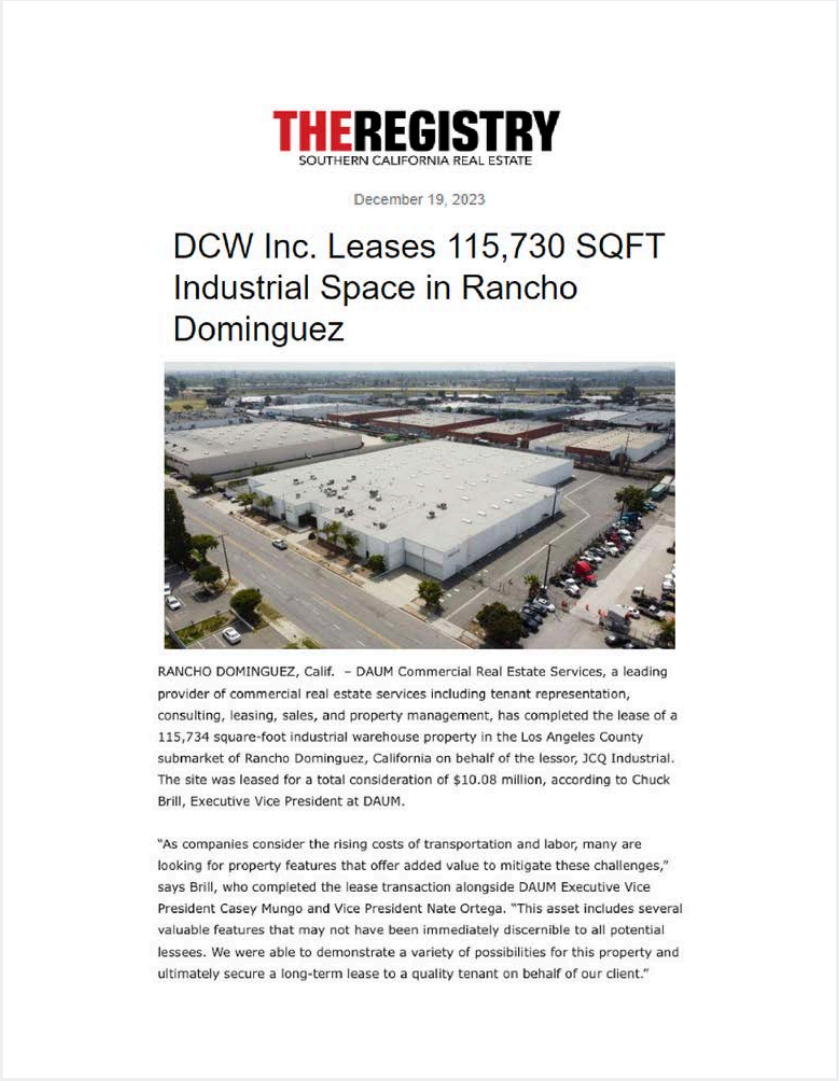
The Real Deal (76-0191)

therealdeal.com/la/2023/12/21/dcw-lease...

Monthly Visits **443K**

Monthly Visits

The Registry



THEREGISTRY
SOUTHERN CALIFORNIA REAL ESTATE

December 19, 2023

DCW Inc. Leases 115,730 SQFT Industrial Space in Rancho Dominguez

RANCHO DOMINGUEZ, Calif. – DAUM Commercial Real Estate Services, a leading provider of commercial real estate services including tenant representation, consulting, leasing, sales, and property management, has completed the lease of a 115,734 square-foot industrial warehouse property in the Los Angeles County submarket of Rancho Dominguez, California on behalf of the lessor, JCQ Industrial. The site was leased for a total consideration of $10.08 million, according to Chuck Brill, Executive Vice President at DAUM.

"As companies consider the rising costs of transportation and labor, many are looking for property features that offer added value to mitigate these challenges," says Brill, who completed the lease transaction alongside DAUM Executive Vice President Casey Mungo and Vice President Nate Ortega. "This asset includes several valuable features that may not have been immediately discernible to all potential lessees. We were able to demonstrate a variety of possibilities for this property and ultimately secure a long-term lease to a quality tenant on behalf of our client."

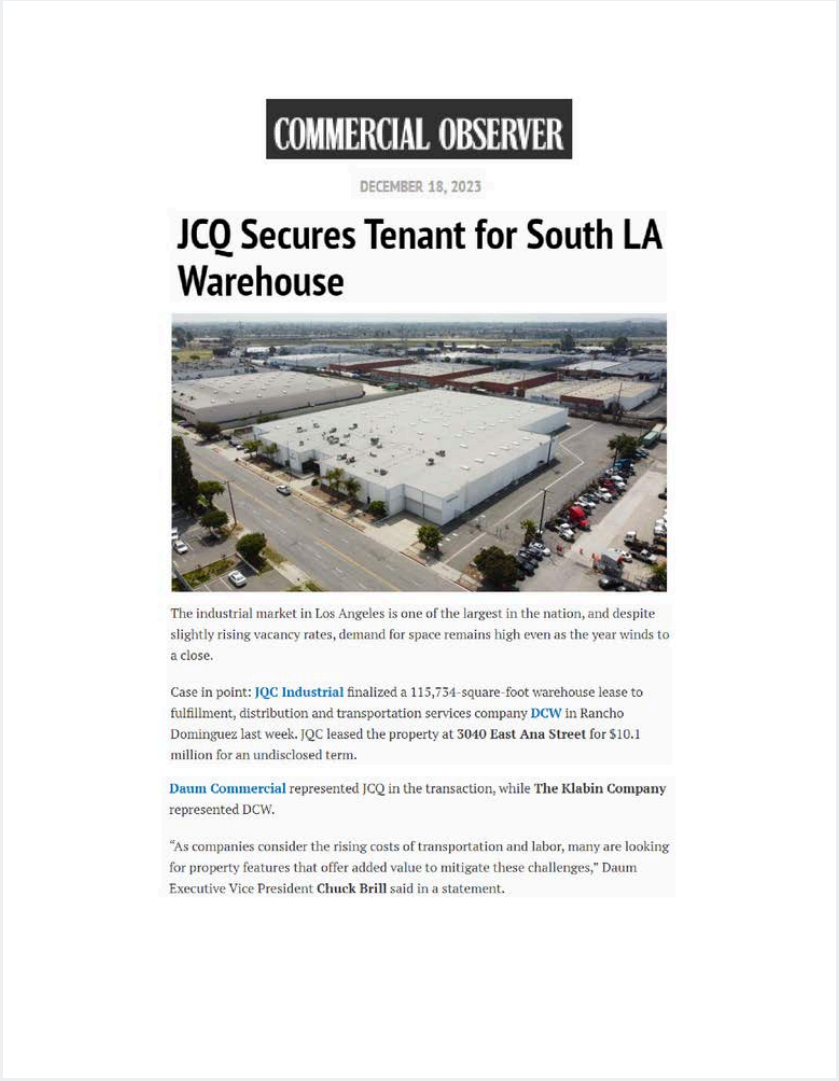
December 19, 2023 ONLINE

The Registry SoCal (76-0191)

theregistrysocal.com/dcw-inc-leases-1157...

Commercial Observer

For real estate trends & commercial real estate news, Commercial Observer has the latest on leases, financing, sales, construction, architecture, & design.



COMMERCIAL OBSERVER

DECEMBER 18, 2023

JCQ Secures Tenant for South LA Warehouse

The industrial market in Los Angeles is one of the largest in the nation, and despite slightly rising vacancy rates, demand for space remains high even as the year winds to a close.

Case in point: **JQC Industrial** finalized a 115,734-square-foot warehouse lease to fulfillment, distribution and transportation services company **DCW** in Rancho Dominguez last week. JQC leased the property at **3040 East Ana Street** for $10.1 million for an undisclosed term.

Daum Commercial represented JCQ in the transaction, while **The Klabin Company** represented DCW.

"As companies consider the rising costs of transportation and labor, many are looking for property features that offer added value to mitigate these challenges," Daum Executive Vice President **Chuck Brill** said in a statement.

December 18, 2023 ONLINE

Commercial Real Estate Direct (76-0191)

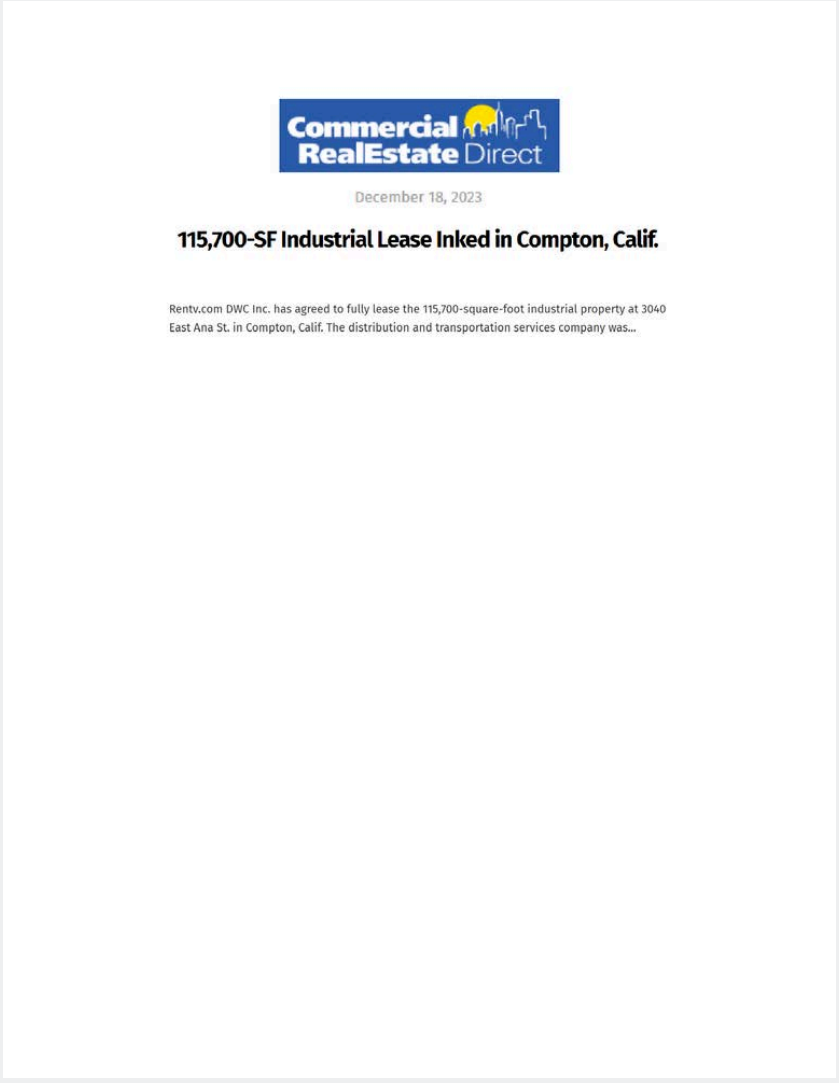
commercialobserver.com/2023/12/jcq-se...

Monthly Visits **106K**

Monthly Visits

Commercial RealEstate Direct

Commercial Real Estate Direct provides the most up-to-date market intelligence on the mortgage business, equity raising, investment sales, and CMBS.



Commercial RealEstate Direct

December 18, 2023

115,700-SF Industrial Lease Inked in Compton, Calif.

Rentv.com DWC Inc. has agreed to fully lease the 115,700-square-foot industrial property at 3040 East Ana St. in Compton, Calif. The distribution and transportation services company was...

December 18, 2023 ONLINE

Commercial Real Estate Direct (76-0191)

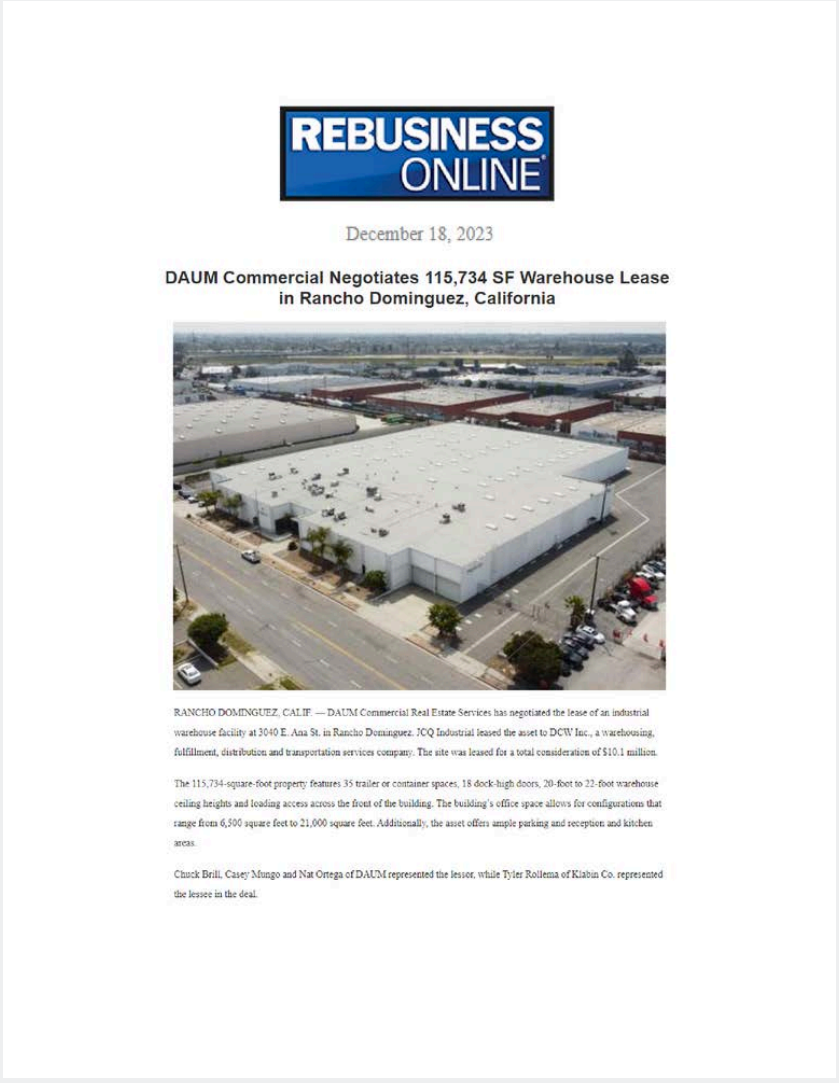
crenews.com/2023/12/18/115700-sf-indust...

Domain Authority **46.4K**

Domain Authority

REBusiness Online

REBusinessOnline delivers commercial real estate news to you daily. Covering industrial, multifamily, office, retail real estate and more.



REBUSINESS ONLINE

December 18, 2023

DAUM Commercial Negotiates 115,734 SF Warehouse Lease in Rancho Dominguez, California

RANCHO DOMINGUEZ, CALIF. — DAUM Commercial Real Estate Services has negotiated the lease of an industrial warehouse facility at 3040 E. Ana St. in Rancho Dominguez. JCQ Industrial leased the asset to DCW Inc., a warehousing, fulfillment, distribution and transportation services company. The site was leased for a total consideration of $10.1 million.

The 115,734-square-foot property features 35 trailer or container spaces, 18 dock-high doors, 20-foot to 22-foot warehouse ceiling heights and loading access across the front of the building. The building's office space allows for configurations that range from 6,500 square feet to 21,000 square feet. Additionally, the asset offers ample parking and reception and kitchen areas.

Chuck Brill, Casey Mungo and Nat Ortega of DAUM represented the lessor, while Tyler Rollema of Klabin Co. represented the lessee in the deal.

December 18, 2023 ONLINE

REBusiness Online (07-0191)

rebusinessonline.com/daum-commercial-...

Domain Authority **93.7K**

Domain Authority

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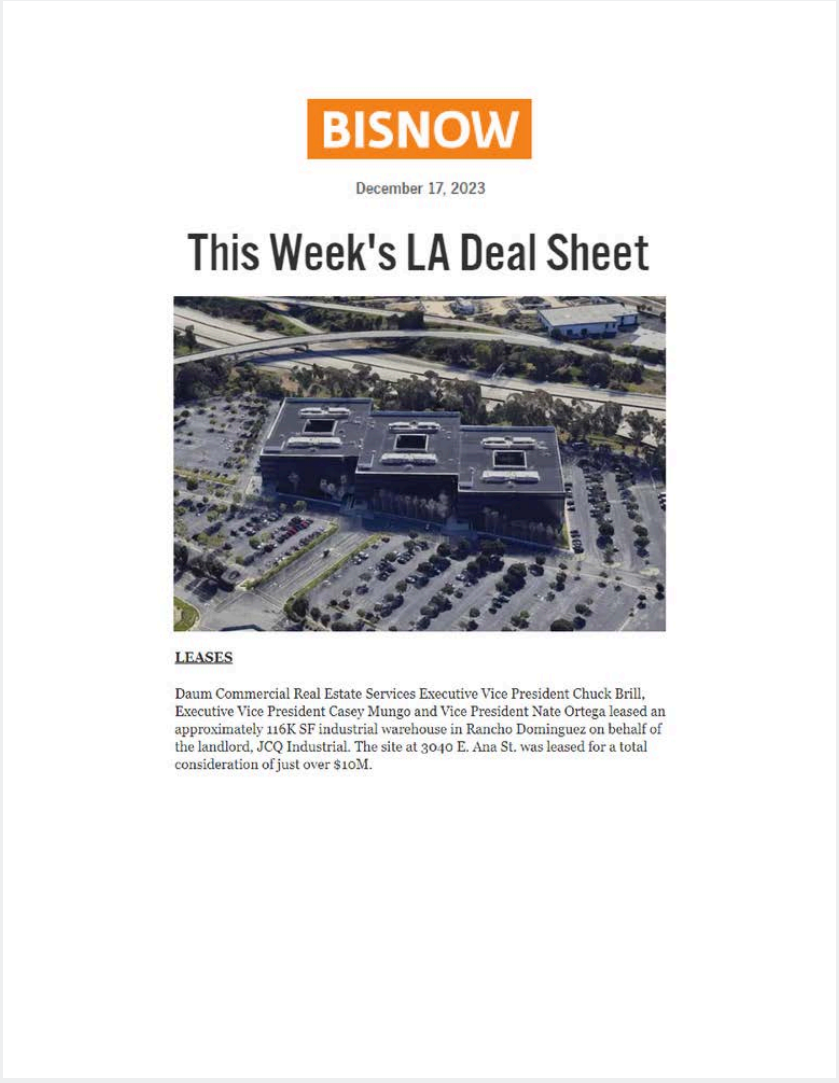


BISNOW

December 17, 2023

This Week's LA Deal Sheet

LEASES

Daum Commercial Real Estate Services Executive Vice President Chuck Brill, Executive Vice President Casey Mungo and Vice President Nate Ortega leased an approximately 116K SF industrial warehouse in Rancho Dominguez on behalf of the landlord, JCQ Industrial. The site at 3040 E. Ana St. was leased for a total consideration of just over $10M.

December 17, 2023 ONLINE

Bisnow (76-0191)

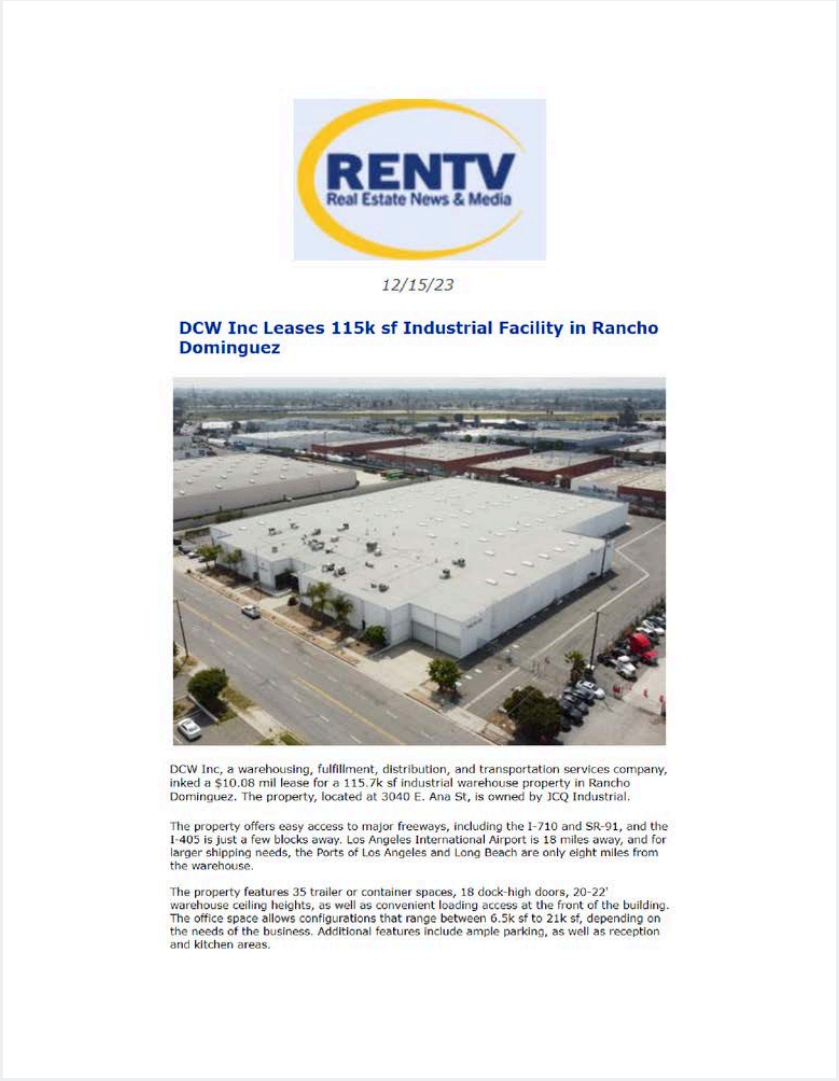
bisnow.com/los-angeles/news/deal-sheet...

Domain Authority **154K**

Domain Authority

RENTV

Rentv.com provides commercial real estate news about office, industrial, retail and multifamily properties, sales, leases, developments, property management, financings...



12/15/23

DCW Inc Leases 115k sf Industrial Facility in Rancho Dominguez

DCW Inc, a warehousing, fulfillment, distribution, and transportation services company, inked a $10.08 mil lease for a 115.7k sf industrial warehouse property in Rancho Dominguez. The property, located at 3040 E. Ana St, is owned by JCQ Industrial.

The property offers easy access to major freeways, including the I-710 and SR-91, and the I-405 is just a few blocks away. Los Angeles International Airport is 18 miles away, and for larger shipping needs, the Ports of Los Angeles and Long Beach are only eight miles from the warehouse.

The property features 35 trailer or container spaces, 18 dock-high doors, 20-22' warehouse ceiling heights, as well as convenient loading access at the front of the building. The office space allows configurations that range between 6.5k sf to 21k sf, depending on the needs of the business. Additional features include ample parking, as well as reception and kitchen areas.

December 15, 2023 ONLINE

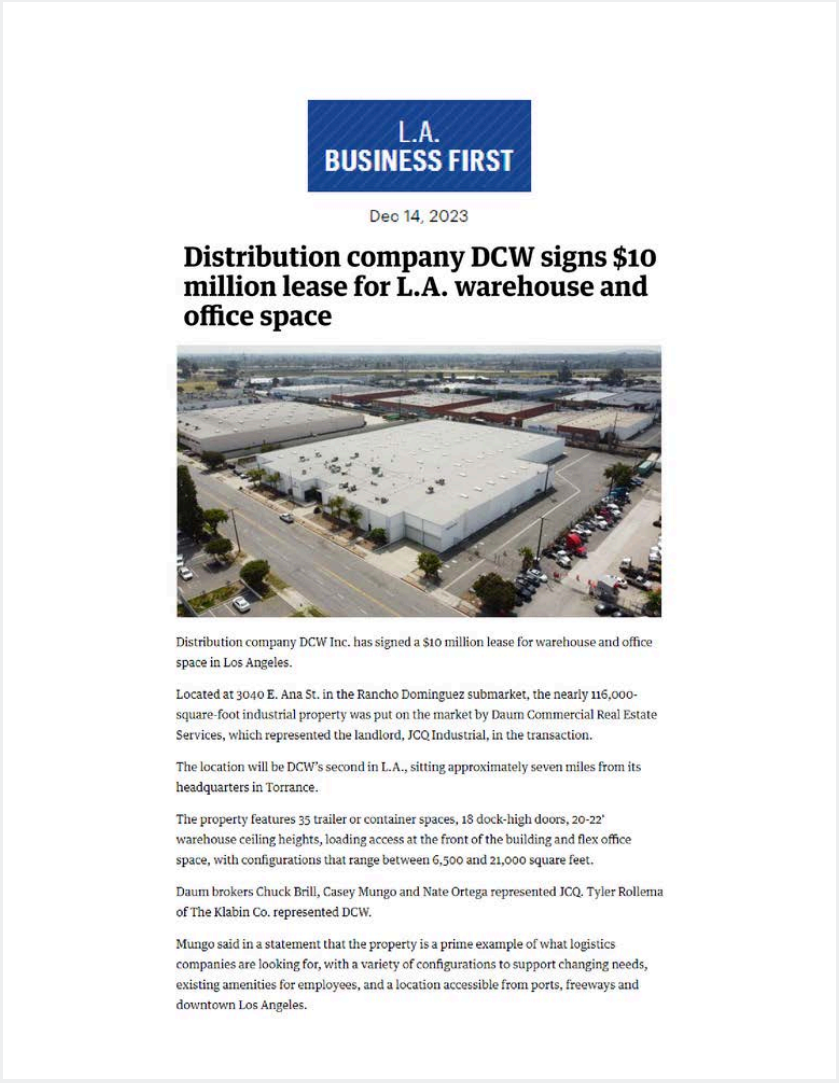
RENTV.com (76-0191)

rentv.com/content/southerncalifornia/mai...

Monthly Visits **10.4K**

Monthly Visits

L.A. Business First



L.A.
BUSINESS FIRST

Dec 14, 2023

Distribution company DCW signs $10 million lease for L.A. warehouse and office space

Distribution company DCW Inc. has signed a $10 million lease for warehouse and office space in Los Angeles.

Located at 3040 E. Ana St. in the Rancho Dominguez submarket, the nearly 116,000-square-foot industrial property was put on the market by Daum Commercial Real Estate Services, which represented the landlord, JCQ Industrial, in the transaction.

The location will be DCW's second in L.A., sitting approximately seven miles from its headquarters in Torrance.

The property features 35 trailer or container spaces, 18 dock-high doors, 20-22' warehouse ceiling heights, loading access at the front of the building and flex office space, with configurations that range between 6,500 and 21,000 square feet.

Daum brokers Chuck Brill, Casey Mungo and Nate Ortega represented JCQ. Tyler Rollema of The Klabin Co. represented DCW.

Mungo said in a statement that the property is a prime example of what logistics companies are looking for, with a variety of configurations to support changing needs, existing amenities for employees, and a location accessible from ports, freeways and downtown Los Angeles.

December 14, 2023 ONLINE

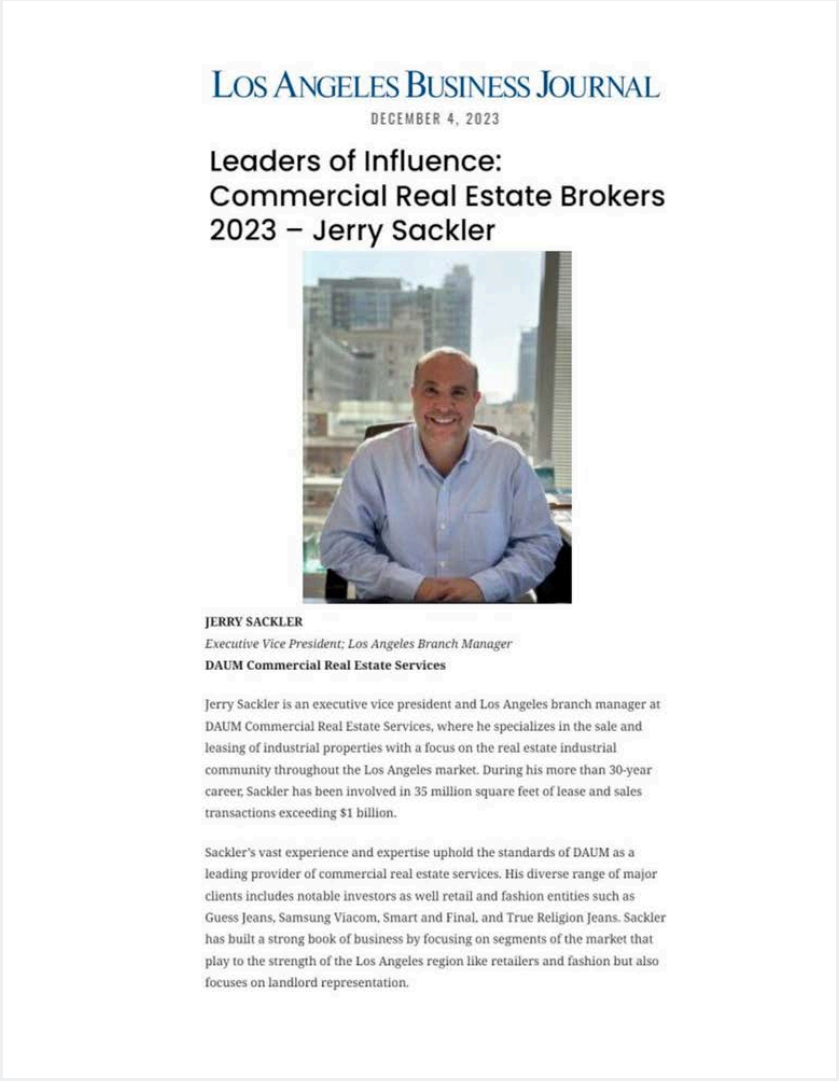
L.A. Business First (76-0191)

bizjournals.com/losangeles/news/2023/1...

Domain Authority **2.59M**

Domain Authority

Los Angeles Business Journal



LOS ANGELES BUSINESS JOURNAL
DECEMBER 4, 2023

Leaders of Influence: Commercial Real Estate Brokers 2023 – Jerry Sackler

JERRY SACKLER
Executive Vice President; Los Angeles Branch Manager
DAUM Commercial Real Estate Services

Jerry Sackler is an executive vice president and Los Angeles branch manager at DAUM Commercial Real Estate Services, where he specializes in the sale and leasing of industrial properties with a focus on the real estate industrial community throughout the Los Angeles market. During his more than 30-year career, Sackler has been involved in 35 million square feet of lease and sales transactions exceeding $1 billion.

Sackler's vast experience and expertise uphold the standards of DAUM as a leading provider of commercial real estate services. His diverse range of major clients includes notable investors as well retail and fashion entities such as Guess Jeans, Samsung Viacom, Smart and Final, and True Religion Jeans. Sackler has built a strong book of business by focusing on segments of the market that play to the strength of the Los Angeles region like retailers and fashion but also focuses on landlord representation.

December 04, 2023 ONLINE

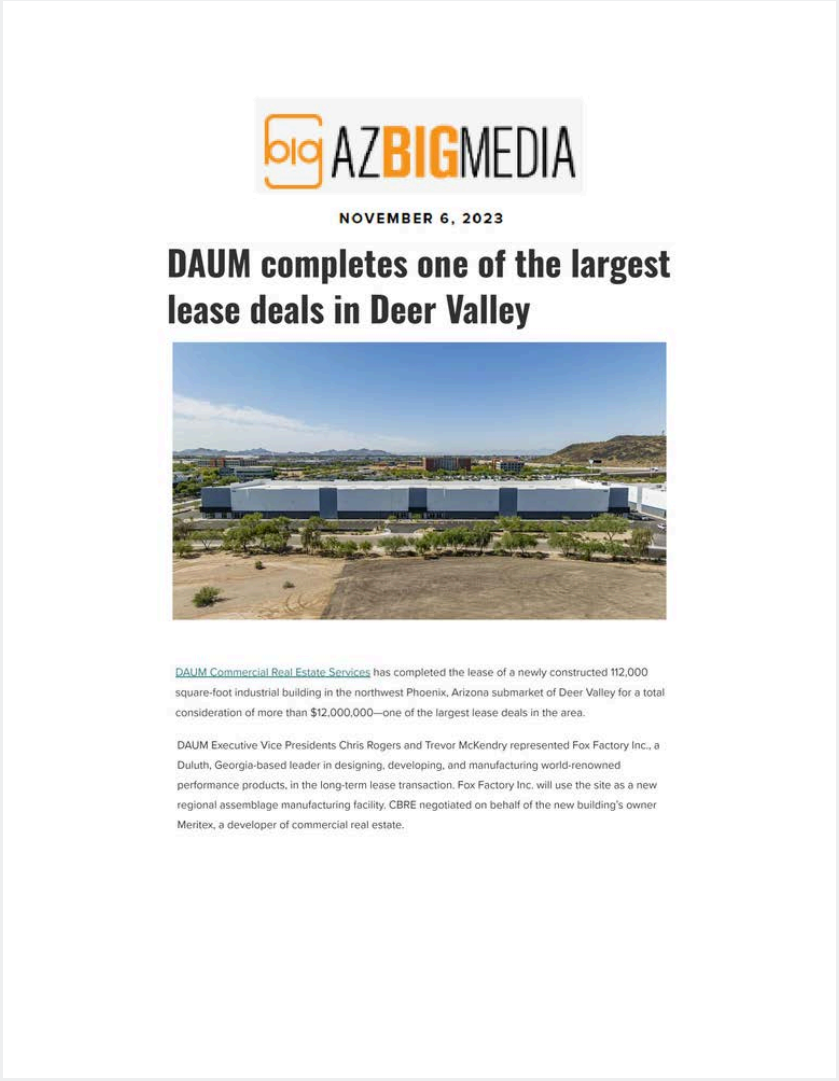
Los Angeles Business Journal (76-0181)

labusinessjournal.com/custom-content/le...

Monthly Visits **108K**
Monthly Visits

AZ Big Media

For more than 35 years, AZ Big Media has been bringing readers the state's most compelling business, real estate & lifestyle news in Arizona.



AZBIGMEDIA

NOVEMBER 6, 2023

DAUM completes one of the largest lease deals in Deer Valley

DAUM Commercial Real Estate Services has completed the lease of a newly constructed 112,000 square-foot industrial building in the northwest Phoenix, Arizona submarket of Deer Valley for a total consideration of more than $12,000,000—one of the largest lease deals in the area.

DAUM Executive Vice Presidents Chris Rogers and Trevor McKendry represented Fox Factory Inc., a Duluth, Georgia-based leader in designing, developing, and manufacturing world-renowned performance products, in the long-term lease transaction. Fox Factory Inc. will use the site as a new regional assemblage manufacturing facility. CBRE negotiated on behalf of the new building's owner Meritex, a developer of commercial real estate.

October 31, 2023 ONLINE

AZ Big Media (76-0170)

azbigmedia.com/real-estate/daum-compl...

Monthly Visits **186K**

Monthly Visits

Done Deals

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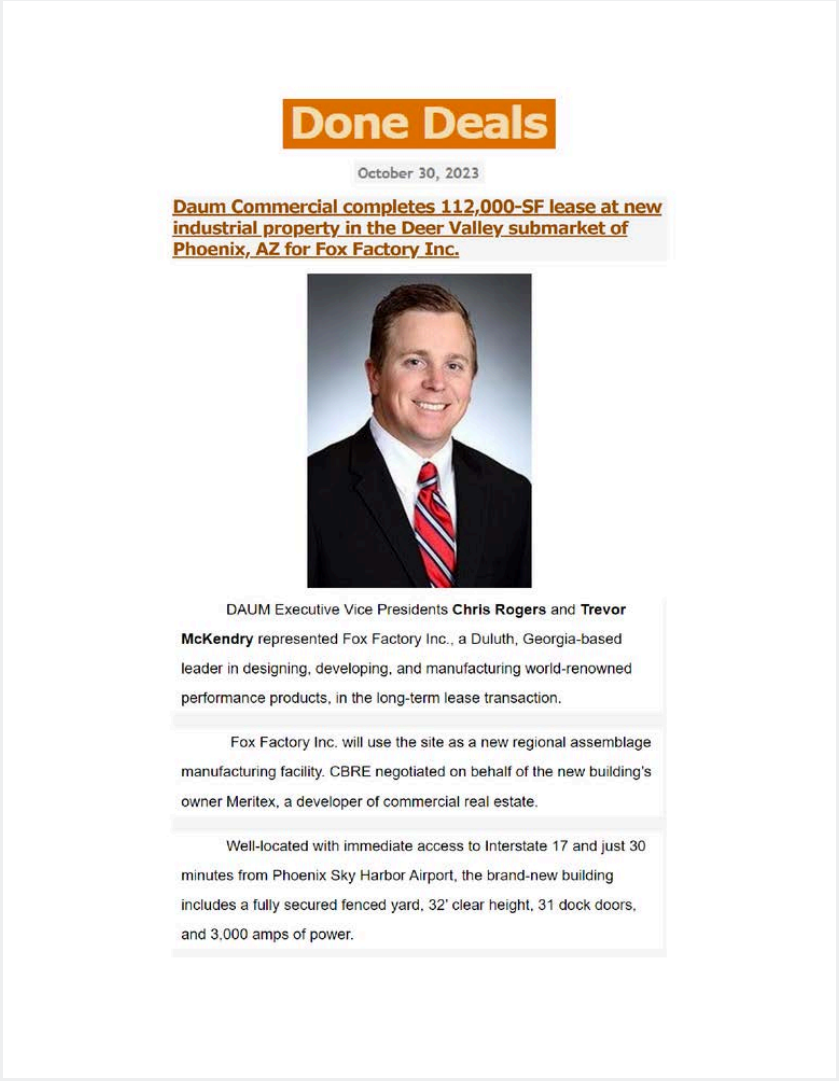


Done Deals

October 30, 2023

Daum Commercial completes 112,000-SF lease at new industrial property in the Deer Valley submarket of Phoenix, AZ for Fox Factory Inc.

October 30, 2023 ONLINE

Done Deals (76-0170)

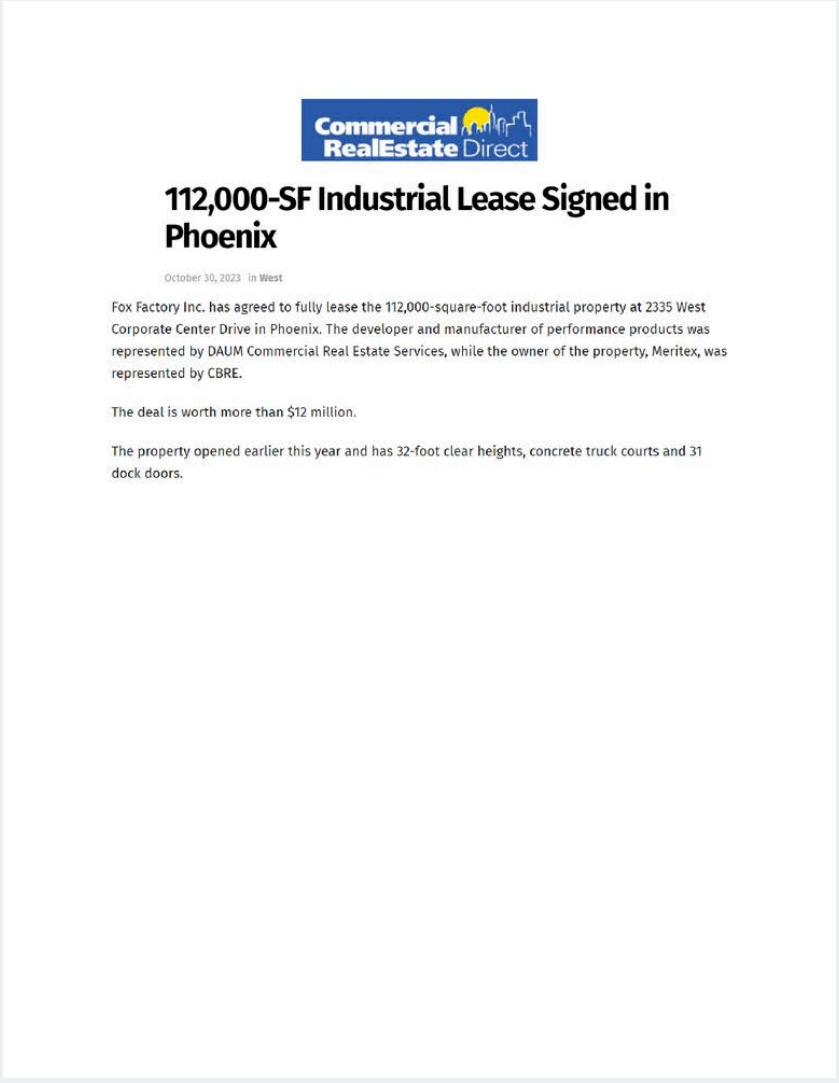
alex-donedeals.blogspot.com/2023/10/da...

Monthly Visits **31.4K**

Monthly Visits

Commercial RealEstate Direct

Commercial Real Estate Direct provides the most up-to-date market intelligence on the mortgage business, equity raising, investment sales, and CMBS.



Commercial RealEstate Direct

112,000-SF Industrial Lease Signed in Phoenix

October 30, 2023 in West

Fox Factory Inc. has agreed to fully lease the 112,000-square-foot industrial property at 2335 West Corporate Center Drive in Phoenix. The developer and manufacturer of performance products was represented by DAUM Commercial Real Estate Services, while the owner of the property, Meritex, was represented by CBRE.

The deal is worth more than $12 million.

The property opened earlier this year and has 32-foot clear heights, concrete truck courts and 31 dock doors.

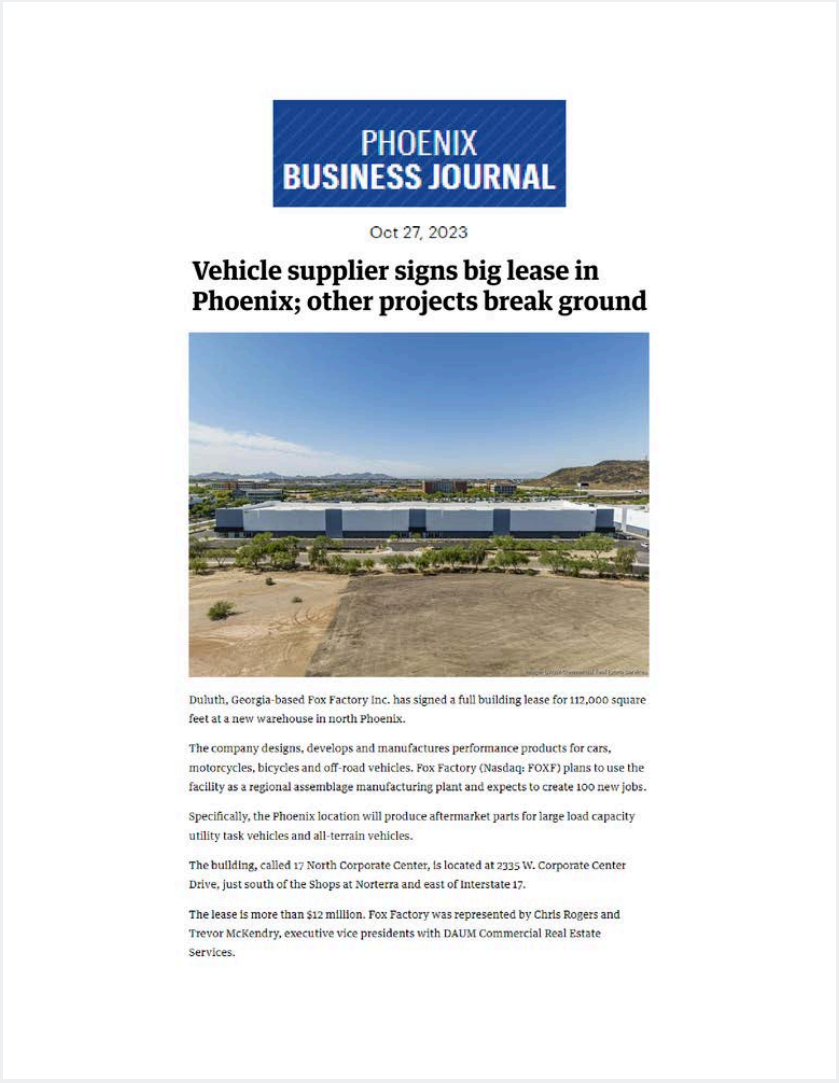
October 30, 2023 ONLINE

Commercial Real Estate Direct (76-0170)

crenews.com/2023/10/30/112000-sf-indu...

Monthly Visits **46.4K**

Monthly Visits



PHOENIX BUSINESS JOURNAL

Oct 27, 2023

Vehicle supplier signs big lease in Phoenix; other projects break ground

Duluth, Georgia-based Fox Factory Inc. has signed a full building lease for 112,000 square feet at a new warehouse in north Phoenix.

The company designs, develops and manufactures performance products for cars, motorcycles, bicycles and off-road vehicles. Fox Factory (Nasdaq: FOXF) plans to use the facility as a regional assemblage manufacturing plant and expects to create 100 new jobs.

Specifically, the Phoenix location will produce aftermarket parts for large load capacity utility task vehicles and all-terrain vehicles.

The building, called 17 North Corporate Center, is located at 2335 W. Corporate Center Drive, just south of the Shops at Norterra and east of Interstate 17.

The lease is more than $12 million. Fox Factory was represented by Chris Rogers and Trevor McKendry, executive vice presidents with DAUM Commercial Real Estate Services.

October 27, 2023 ONLINE

Phoenix Business Journal (76-0170)

bizjournals.com/phoenix/news/2023/10/2...

Monthly Visits **2.59M**

Monthly Visits

Western Real Estate Business

October 17, 2023 OTHER

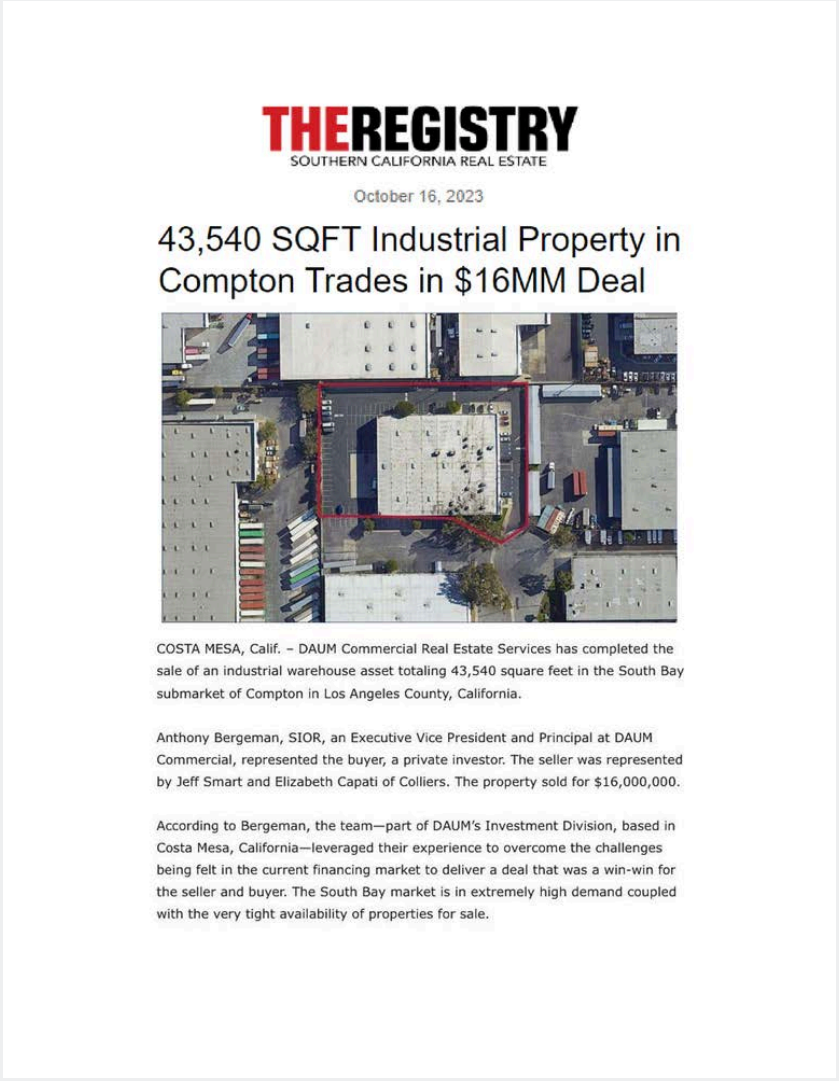
Western Real Estate Business - Newsletter (76-0165)

rebusinessonline.com/daum-commercial-...

Monthly Visits **93.7K**

Monthly Visits

The Registry



THEREGISTRY
SOUTHERN CALIFORNIA REAL ESTATE

October 16, 2023

43,540 SQFT Industrial Property in Compton Trades in $16MM Deal

COSTA MESA, Calif. – DAUM Commercial Real Estate Services has completed the sale of an industrial warehouse asset totaling 43,540 square feet in the South Bay submarket of Compton in Los Angeles County, California.

Anthony Bergeman, SIOR, an Executive Vice President and Principal at DAUM Commercial, represented the buyer, a private investor. The seller was represented by Jeff Smart and Elizabeth Capati of Colliers. The property sold for $16,000,000.

According to Bergeman, the team—part of DAUM's Investment Division, based in Costa Mesa, California—leveraged their experience to overcome the challenges being felt in the current financing market to deliver a deal that was a win-win for the seller and buyer. The South Bay market is in extremely high demand coupled with the very tight availability of properties for sale.

October 16, 2023 ONLINE

The Registry SoCal (76-0165)

theregistrysocal.com/43540-sqft-industria...

Bisnow

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BISNOW

October 15, 2023

This Week's LA Deal Sheet

Daum Commercial Real Estate Services completed the lease of a roughly 182K SF corporate office and distribution property in City of Industry.

The property at 17708 Rowland St. was leased for a total consideration of over $25M, according to Daum Commercial Executive Vice President and principal Dennis Sandoval.

Sandoval and Daum Commercial Associate Vice President Kurt Yacko represented the tenant, Action Sales, which signed a 64-month lease with an option to extend. Action Sales, a food services and equipment supply company, will use the property as its corporate headquarters and a distribution hub.

The landlord was represented by JLL's Mike Fowler. The facility was a former distribution site for online technology retailer NewEgg.

October 15, 2023 ONLINE

Bisnow (76-0164)

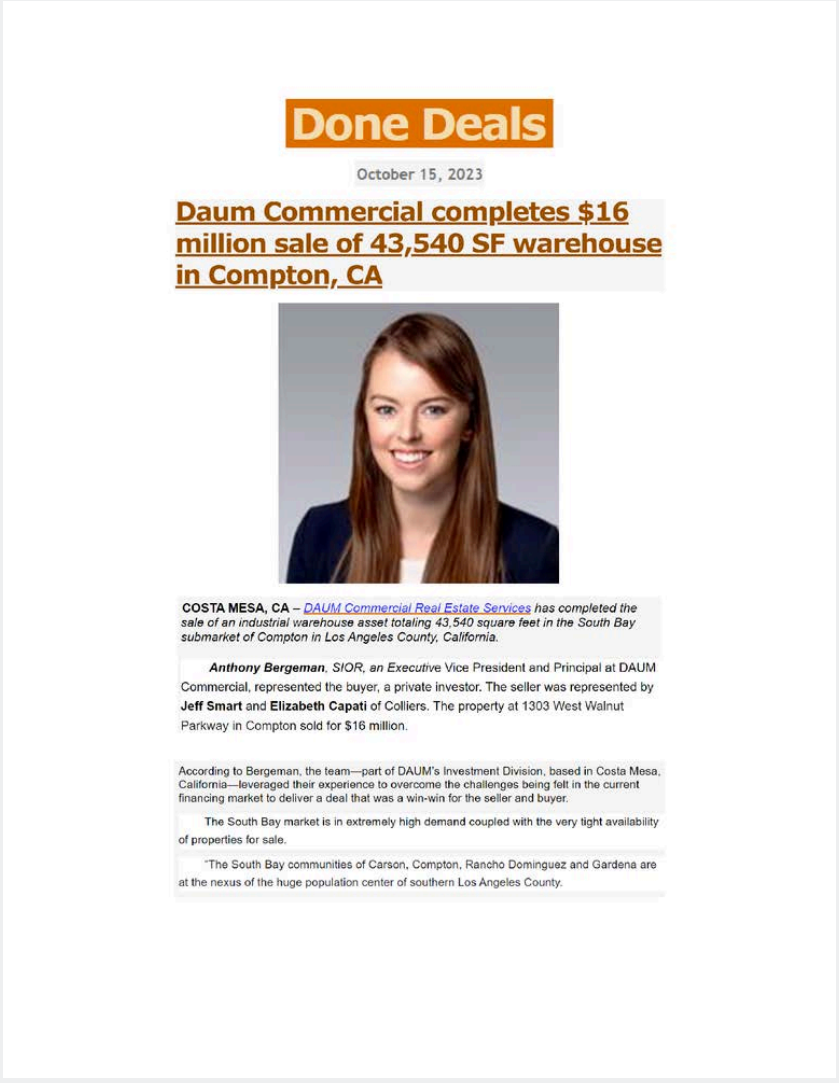
bisnow.com/los-angeles/news/deal-sheet...

Monthly Visits **154K**

Monthly Visits

Done Deals

Good morning, Friends: This is your Free site to publish daily real estate-related news releases. The releases may be edited for length. Photos in JPEG or GIF format will also...



Done Deals

October 15, 2023

Daum Commercial completes $16 million sale of 43,540 SF warehouse in Compton, CA

COSTA MESA, CA – *DAUM Commercial Real Estate Services has completed the sale of an industrial warehouse asset totaling 43,540 square feet in the South Bay submarket of Compton in Los Angeles County, California.*

***Anthony Bergeman**, SIOR, an Executive* Vice President and Principal at DAUM Commercial, represented the buyer, a private investor. The seller was represented by **Jeff Smart** and **Elizabeth Capati** of Colliers. The property at 1303 West Walnut Parkway in Compton sold for $16 million.

According to Bergeman, the team—part of DAUM's Investment Division, based in Costa Mesa, California—leveraged their experience to overcome the challenges being felt in the current financing market to deliver a deal that was a win-win for the seller and buyer.

The South Bay market is in extremely high demand coupled with the very tight availability of properties for sale.

"The South Bay communities of Carson, Compton, Rancho Dominguez and Gardena are at the nexus of the huge population center of southern Los Angeles County.

October 15, 2023 ONLINE

Done Deals (76-0165)

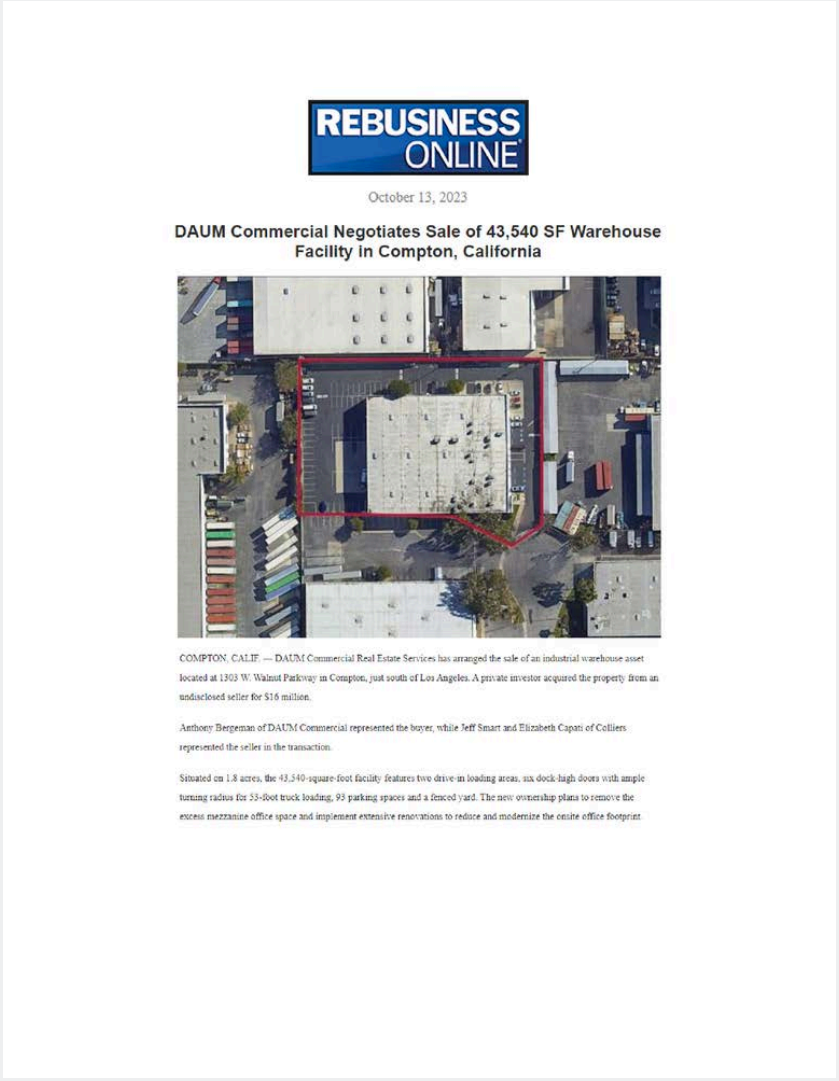
alex-donedeals.blogspot.com/2023/10/da...

Monthly Visits **31.4K**

Monthly Visits

REBusiness Online

REBusinessOnline delivers commercial real estate news to you daily. Covering industrial, multifamily, office, retail real estate and more.



REBUSINESS ONLINE

October 13, 2023

DAUM Commercial Negotiates Sale of 43,540 SF Warehouse Facility in Compton, California

COMPTON, CALIF. — DAUM Commercial Real Estate Services has arranged the sale of an industrial warehouse asset located at 1303 W. Walnut Parkway in Compton, just south of Los Angeles. A private investor acquired the property from an undisclosed seller for $16 million.

Anthony Bergeman of DAUM Commercial represented the buyer, while Jeff Smart and Elizabeth Caputi of Colliers represented the seller in the transaction.

Situated on 1.8 acres, the 43,540-square-foot facility features two drive-in loading areas, six dock-high doors with ample turning radius for 53-foot truck loading, 93 parking spaces and a fenced yard. The new ownership plans to remove the excess mezzanine office space and implement extensive renovations to reduce and modernize the onsite office footprint.

October 13, 2023 ONLINE

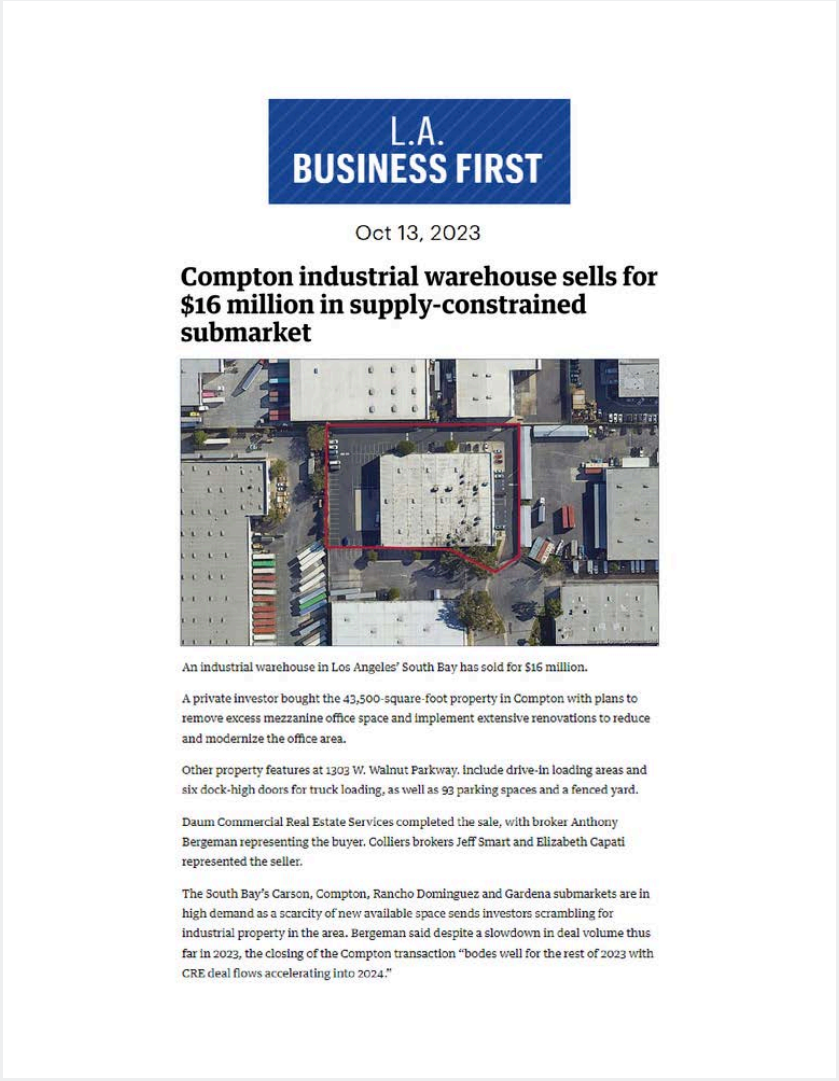
REBusiness Online (76-0165)

rebusinessonline.com/daum-commercial-...

Monthly Visits **10.4K**

Monthly Visits

L.A. Business First



L.A. BUSINESS FIRST

Oct 13, 2023

Compton industrial warehouse sells for $16 million in supply-constrained submarket

An industrial warehouse in Los Angeles' South Bay has sold for $16 million.

A private investor bought the 43,500-square-foot property in Compton with plans to remove excess mezzanine office space and implement extensive renovations to reduce and modernize the office area.

Other property features at 1303 W. Walnut Parkway. include drive-in loading areas and six dock-high doors for truck loading, as well as 93 parking spaces and a fenced yard.

Daum Commercial Real Estate Services completed the sale, with broker Anthony Bergeman representing the buyer. Colliers brokers Jeff Smart and Elizabeth Capati represented the seller.

The South Bay's Carson, Compton, Rancho Dominguez and Gardena submarkets are in high demand as a scarcity of new available space sends investors scrambling for industrial property in the area. Bergeman said despite a slowdown in deal volume thus far in 2023, the closing of the Compton transaction "bodes well for the rest of 2023 with CRE deal flows accelerating into 2024."

October 13, 2023 ONLINE

LA Business First (76-0165)

bizjournals.com/losangeles/news/2023/1...

Monthly Visits **2.59M**

Monthly Visits

REBusiness Online

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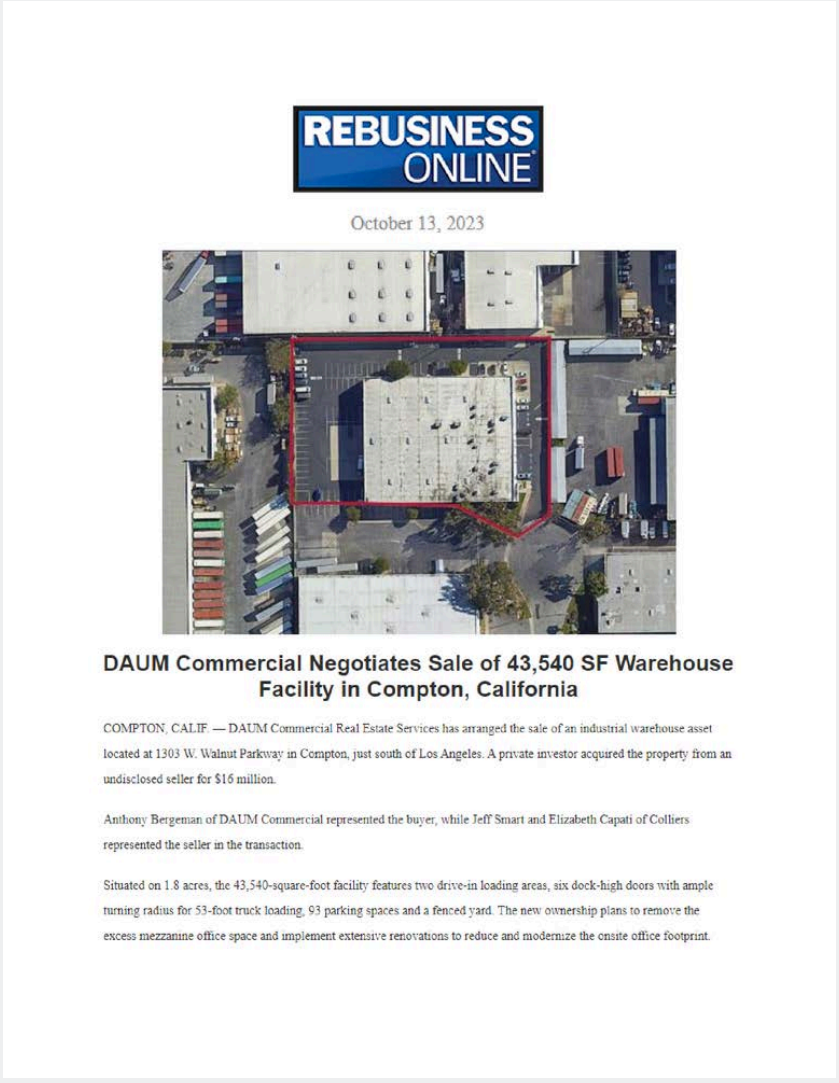

REBUSINESS ONLINE

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October 13, 2023 ONLINE

REBusiness Online (76-0165)

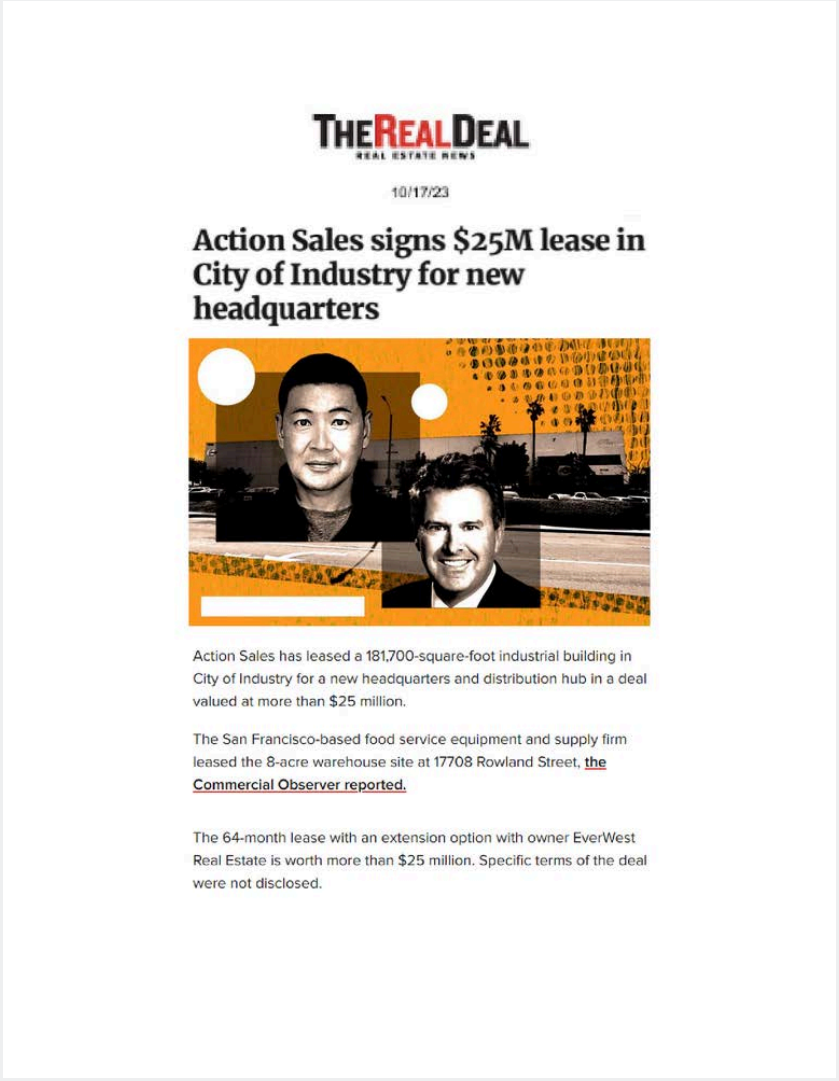
rebusinessonline.com/daum-commercial-...

Monthly Visits **93.7K**

Monthly Visits

The Real Deal

The Real Deal is the leading source for real estate news and information. Covering the deals, developments and policies that matter.



THE REAL DEAL
REAL ESTATE NEWS

10/17/23

Action Sales signs $25M lease in City of Industry for new headquarters

Action Sales has leased a 181,700-square-foot industrial building in City of Industry for a new headquarters and distribution hub in a deal valued at more than $25 million.

The San Francisco-based food service equipment and supply firm leased the 8-acre warehouse site at 17708 Rowland Street, the Commercial Observer reported.

The 64-month lease with an extension option with owner EverWest Real Estate is worth more than $25 million. Specific terms of the deal were not disclosed.

October 12, 2023 ONLINE

The Real Deal (76-0164)

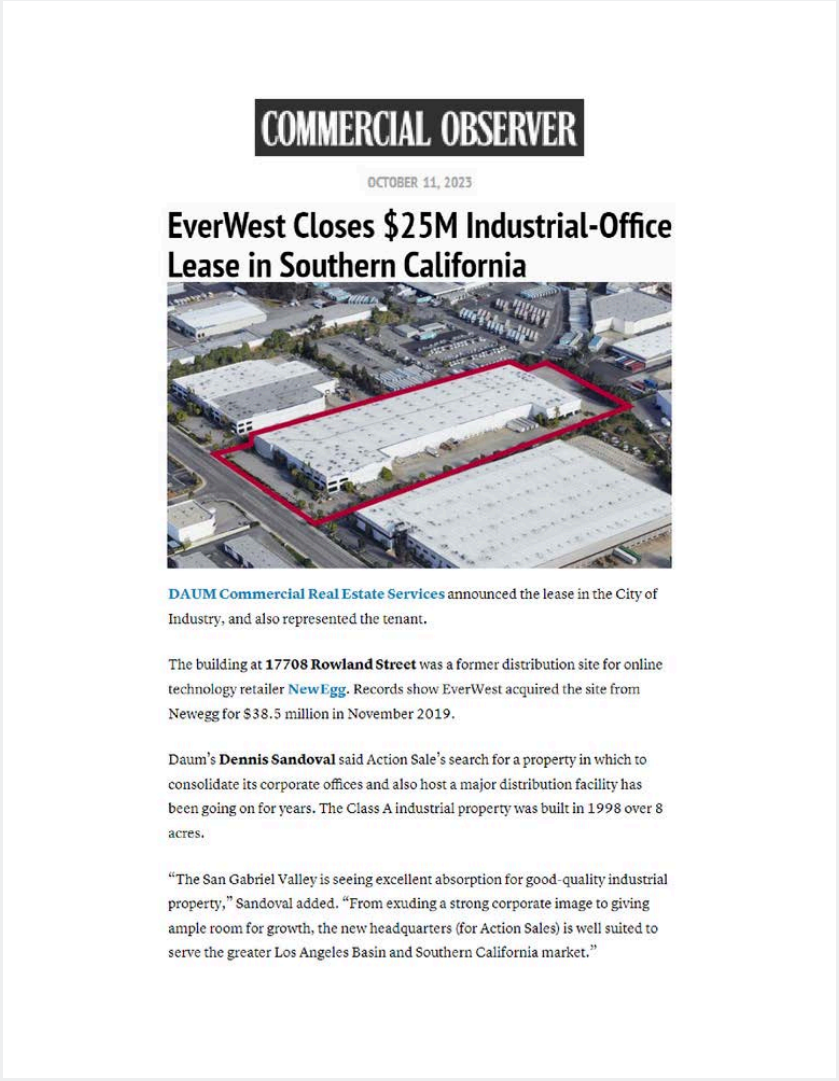
therealdeal.com/la/2023/10/12/action-sal...

Monthly Visits **443K**

Monthly Visits

Commercial Observer

For real estate trends & commercial real estate news, Commercial Observer has the latest on leases, financing, sales, construction, architecture, & design.



COMMERCIAL OBSERVER

OCTOBER 11, 2023

EverWest Closes $25M Industrial-Office Lease in Southern California

DAUM Commercial Real Estate Services announced the lease in the City of Industry, and also represented the tenant.

The building at **17708 Rowland Street** was a former distribution site for online technology retailer **NewEgg**. Records show EverWest acquired the site from Newegg for $38.5 million in November 2019.

Daum's **Dennis Sandoval** said Action Sale's search for a property in which to consolidate its corporate offices and also host a major distribution facility has been going on for years. The Class A industrial property was built in 1998 over 8 acres.

"The San Gabriel Valley is seeing excellent absorption for good-quality industrial property," Sandoval added. "From exuding a strong corporate image to giving ample room for growth, the new headquarters (for Action Sales) is well suited to serve the greater Los Angeles Basin and Southern California market."

October 11, 2023 ONLINE

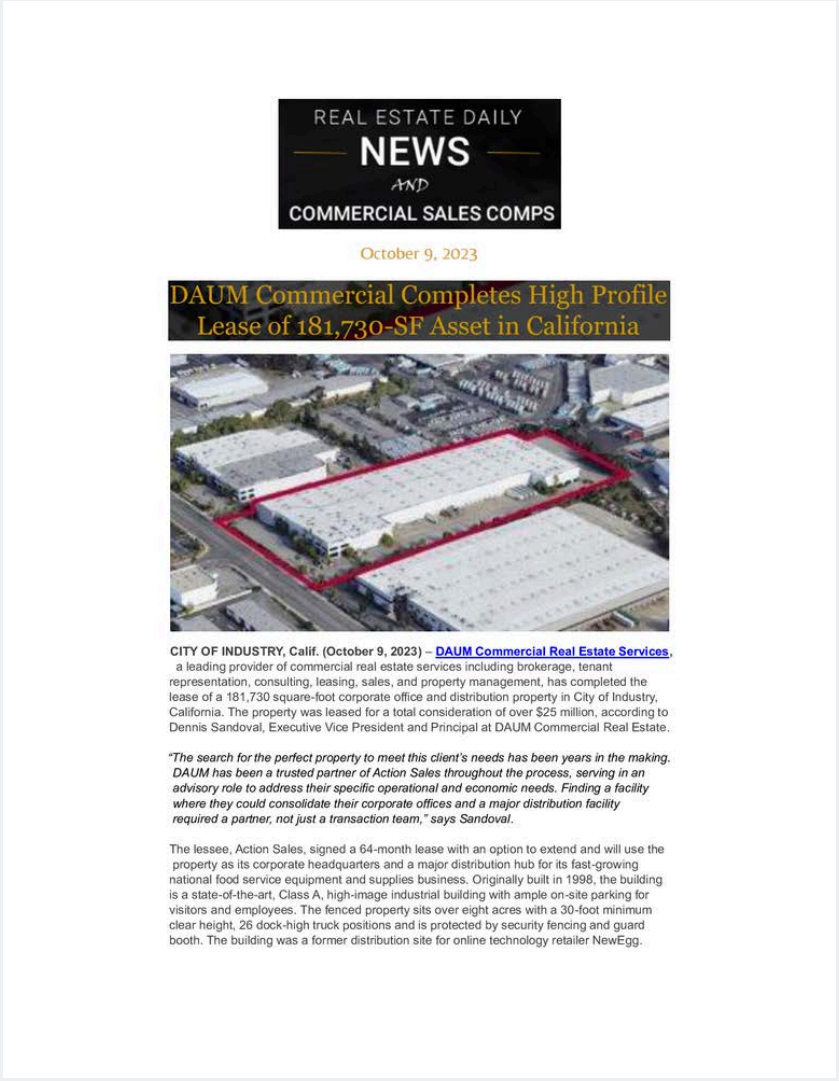
Commercial Observer (38-0164)

commercialobserver.com/2023/10/everw...

Monthly Visits **106K**

Monthly Visits

Real Estate Daily News



REAL ESTATE DAILY
NEWS
AND
COMMERCIAL SALES COMPS

October 9, 2023

DAUM Commercial Completes High Profile Lease of 181,730-SF Asset in California

CITY OF INDUSTRY, Calif. (October 9, 2023) – DAUM Commercial Real Estate Services, a leading provider of commercial real estate services including brokerage, tenant representation, consulting, leasing, sales, and property management, has completed the lease of a 181,730 square-foot corporate office and distribution property in City of Industry, California. The property was leased for a total consideration of over $25 million, according to Dennis Sandoval, Executive Vice President and Principal at DAUM Commercial Real Estate.

"The search for the perfect property to meet this client's needs has been years in the making. DAUM has been a trusted partner of Action Sales throughout the process, serving in an advisory role to address their specific operational and economic needs. Finding a facility where they could consolidate their corporate offices and a major distribution facility required a partner, not just a transaction team," says Sandoval.

The lessee, Action Sales, signed a 64-month lease with an option to extend and will use the property as its corporate headquarters and a major distribution hub for its fast-growing national food service equipment and supplies business. Originally built in 1998, the building is a state-of-the-art, Class A, high-image industrial building with ample on-site parking for visitors and employees. The fenced property sits over eight acres with a 30-foot minimum clear height, 26 dock-high truck positions and is protected by security fencing and guard booth. The building was a former distribution site for online technology retailer NewEgg.

October 09, 2023 ONLINE

Real Estate Daily News (76-0164)

realestatedaily-news.com/daum-commer...

Monthly Visits **20.7K**

Monthly Visits

The Registry

October 03, 2023 ONLINE

The Registry SoCal (76-0164)

theregistrysocal.com/action-sales-leases-...

THEREGISTRY
SOUTHERN CALIFORNIA REAL ESTATE

October 3, 2023

Action Sales Leases 182,000 SQFT of Industrial Space in City of Industry

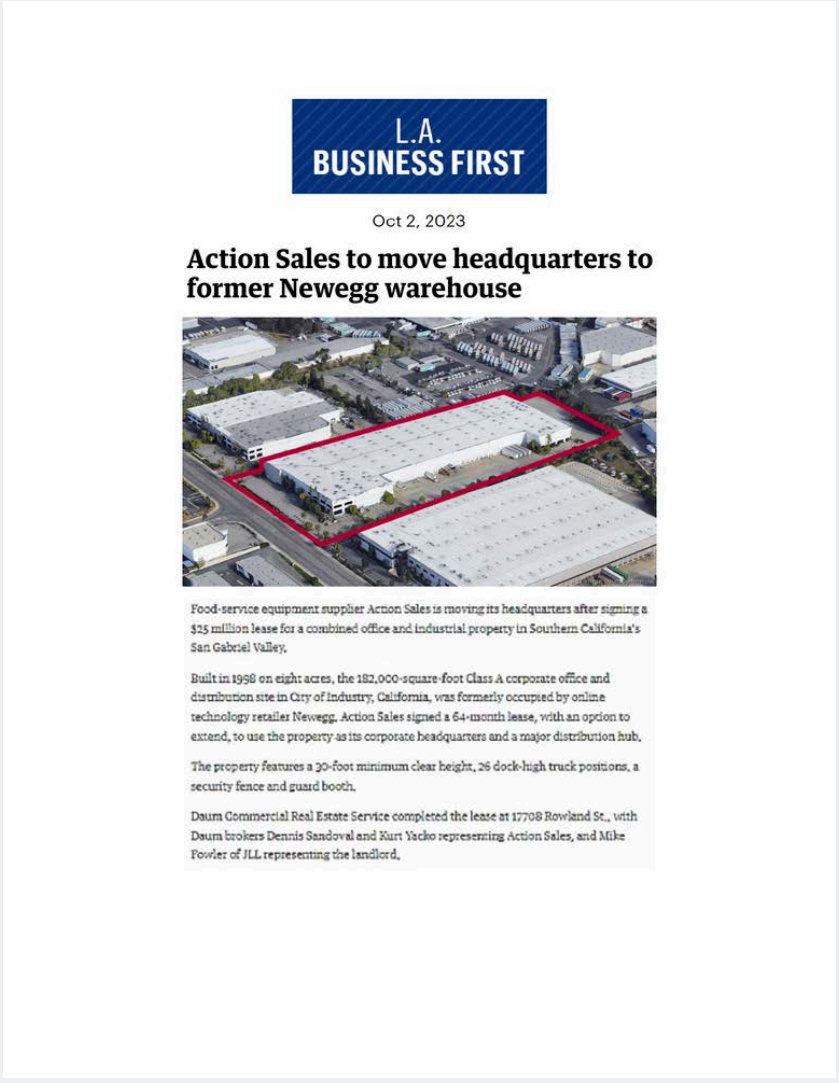
Action Sales, a leading food-service equipment supplier, is relocating its headquarters following the signing of a substantial $25 million lease deal. The company has secured a versatile office and industrial property located in the San Gabriel Valley region of Southern California, according to a report from the Los Angeles Business Journal.

Situated in the heart of City of Industry, the property is located at 17708 Rowland St. and is home to a 182,000 square foot Class A corporate office and distribution site. The property, constructed in 1998 on an expansive eight-acre plot, previously served as the premises for online technology retailer Newegg. Key features of this prime location include a generous 30-foot minimum clear height, facilitating efficient storage and logistics operations. The property also boasts 26 dock-high truck positions.

Action Sales has entered into a 64-month lease agreement, further bolstered by an option to extend its tenure. The property will serve a dual purpose, accommodating the company's corporate headquarters while also functioning as a pivotal distribution hub, according to the report.

The lease transaction was facilitated by Daum Commercial Real Estate Services. Action Sales was represented by Daum brokers Dennis Sandoval and Kurt Yacko, while the landlord was represented by Mike Fowler of JLL.

L.A. Business First



L.A. BUSINESS FIRST

Oct 2, 2023

Action Sales to move headquarters to former Newegg warehouse

Food-service equipment supplier Action Sales is moving its headquarters after signing a $25 million lease for a combined office and industrial property in Southern California's San Gabriel Valley.

Built in 1998 on eight acres, the 182,000-square-foot Class A corporate office and distribution site in City of Industry, California, was formerly occupied by online technology retailer Newegg. Action Sales signed a 64-month lease, with an option to extend, to use the property as its corporate headquarters and a major distribution hub.

The property features a 30-foot minimum clear height, 26 dock-high truck positions, a security fence and guard booth.

Daum Commercial Real Estate Service completed the lease at 17708 Rowland St., with Daum brokers Dennis Sandoval and Kurt Yacko representing Action Sales, and Mike Fowler of JLL representing the landlord.

October 02, 2023 ONLINE

L.A. Business First (76-0164)

bizjournals.com/losangeles/news/2023/1...

Monthly Visits **2.59M**

Monthly Visits

RENTV

Rentv.com provides commercial real estate news about office, industrial, retail and multifamily properties, sales, leases, developments, property management, financings...

RENTV
Real Estate News & Media

AZ Industrial Building Bought by Owner/User in $5.5 Mil Deal

9/21/23

A 23.4k sf industrial building in Gilbert, AZ sold for $5.5 mil, or $235/sf, to a family-owned corporation. With the sale, the building will become the headquarters of Swaln Electric, a Gilbert-based electrical contractor. The property is located at 1416 West San Pedro St, about 20 miles southeast of downtown Phoenix.

Blake Hardison at Ike Commercial Real Estate repped the buyer. Dan Casey with DAUM Commercial Real Estate Services represented the property seller, Sunstone Rover LLC, in the transaction. According to Casey, the property attracted multiple local and out-of-state investors, tenants, and owner/users almost immediately. Within the first week of listing, the seller had multiple lease and sale options, awarding the deal to a Phoenix-based owner/user at an above asking price.

Owner/user, investor, and tenant demand remains strong in the Phoenix market with limited Valley wide inventory of free-standing buildings between 10k sf to 50k sf. According to CoStar, vacancy rates for existing single-tenant buildings in this size range hover around 2.8%.

Over the past 20 years Gilbert, a submarket in the southeastern Phoenix Metro area, has been one of the fastest growing towns in the United States. The town's population grew 28.5% between 2010 and 2020, according to the 2020 Census. Gilbert is also a wealthy and well-educated suburb. The reported median household income is over $104,000, higher than both the Arizona and national medians, and the population is well educated with over 47% attaining a college or graduate level education.

September 29, 2023 ONLINE

RENTV (76-0164)

rentv.com/content/homepage/etcetc/new...

Monthly Visits **1.48K**

Monthly Visits

AZBEX

Previous image Next image Latest Articles Planning & Development Phoenix Approves more than 1,600 Apartments in Midtown September 13, 20230 By BEX Staff for AZBEX...

BEX azbex
SERVING THE A/E/C INDUSTRY

Commercial Real Estate News 09-26-23

3. Dan Casey of the **Daum Commercial** Phoenix office represented seller **Sunstone Rover LLC** in the $5.5M sale of a 23.4KSF industrial property on West San Pedro Street in Gilbert. The property will now become the headquarters of **Swain Electric**. The buyer was represented by **Ike Commercial Real Estate**'s Blake Hardison.

September 26, 2023 ONLINE

AZBEX (76-0135)

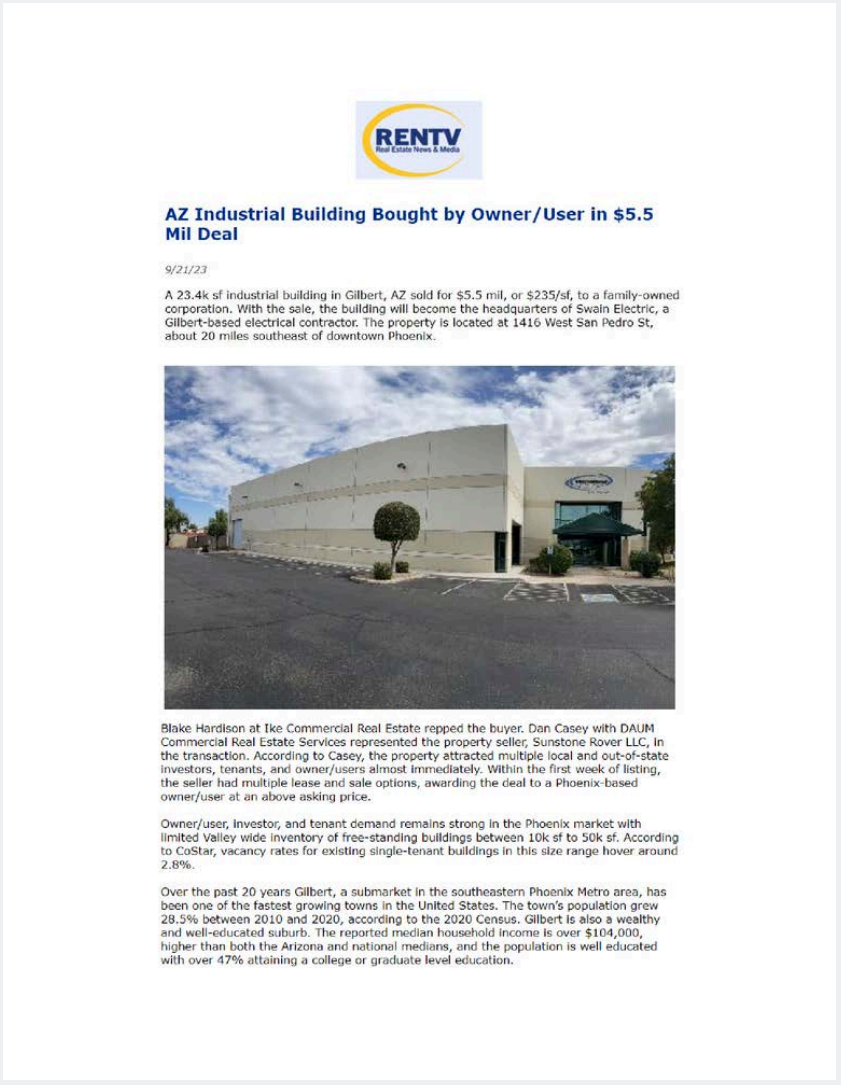
azbex.com/commercial-real-estate/comm...

Monthly Visits **14.8K**

Monthly Visits

RENTV

Rentv.com provides commercial real estate news about office, industrial, retail and multifamily properties, sales, leases, developments, property management, financings...



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September 21, 2023 ONLINE

RENTV (76-0135)

rentv.com/content/southwest/mainnews/...

Monthly Visits **1.48K**

Monthly Visits

Real Estate Daily News

REAL ESTATE DAILY
NEWS
AND
COMMERCIAL SALES COMPS

DAUM Commercial Announces the sale of 23,443 SF Warehouse in Gilbert, AZ

September 21, 2023

Despite a slowdown seen across the Phoenix market, companies are still relocating to Phoenix from California and elsewhere, driving value and demand for free-standing industrial assets.

PHOENIX, Ariz. (September 21, 2023) – DAUM Commercial Real Estate Services, announces the sale of a 23,443 square foot industrial building in the Phoenix, Arizona submarket of Gilbert for $5.5 million. Dan Casey, Associate Vice President, of the Daum Commercial Phoenix office represented the seller in the transaction.

Owner/user, investor, and tenant demand remains strong in the Phoenix market with limited Valley wide inventory of free-standing buildings between 10,000 to 50,000 square feet. According to CoStar, vacancy rates for existing single-tenant buildings in this size range hover around 2.8%.

September 21, 2023 ONLINE

Real Estate Daily News (76-0135)

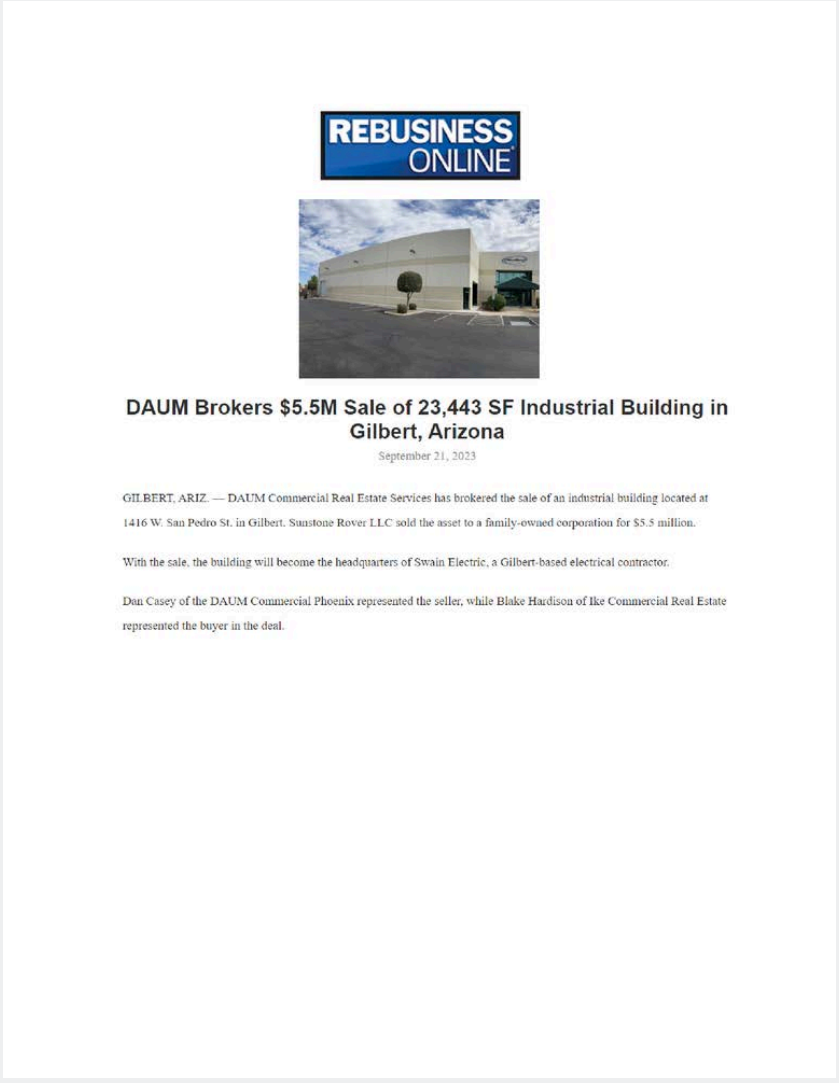
realestatedaily-news.com/daum-commer...

Monthly Visits **15.3K**

Monthly Visits

REBusiness Online

REBusinessOnline delivers commercial real estate news to you daily. Covering industrial, multifamily, office, retail real estate and more.



REBUSINESS ONLINE

DAUM Brokers $5.5M Sale of 23,443 SF Industrial Building in Gilbert, Arizona

September 21, 2023

GILBERT, ARIZ. — DAUM Commercial Real Estate Services has brokered the sale of an industrial building located at 1416 W. San Pedro St. in Gilbert. Sunstone Rover LLC sold the asset to a family-owned corporation for $5.5 million.

With the sale, the building will become the headquarters of Swain Electric, a Gilbert-based electrical contractor.

Dan Casey of the DAUM Commercial Phoenix represented the seller, while Blake Hardison of Ike Commercial Real Estate represented the buyer in the deal.

September 21, 2023 ONLINE

REBusiness Online (76-0135)

rebusinessonline.com/daum-brokers-5-5...

Monthly Visits **65.4K**

Monthly Visits

Done Deals

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Done Deals

Wednesday, September 20, 2023

Daum Commercial brokers $5.5 million sale of 23,443-SF warehouse in Gilbert, AZ

PHOENIX, AZ, Sept. 20, 2023 – DAUM Commercial Real Estate Services, announces the sale of a 23,443 square foot industrial building in the Phoenix, Arizona submarket of Gilbert for $5.5 million.

The property at 1416 West San Pedro Street in Gilbert, Arizona, is in a growing submarket in the southeastern Phoenix Metro area area.

Dan Casey, Associate Vice President of the Daum Commercial Phoenix office represented the seller in the transaction. The seller was **Larry Uhl**, CEO of Sunstone Rover LLC.

September 20, 2023 ONLINE

Done Deals (76-0135)

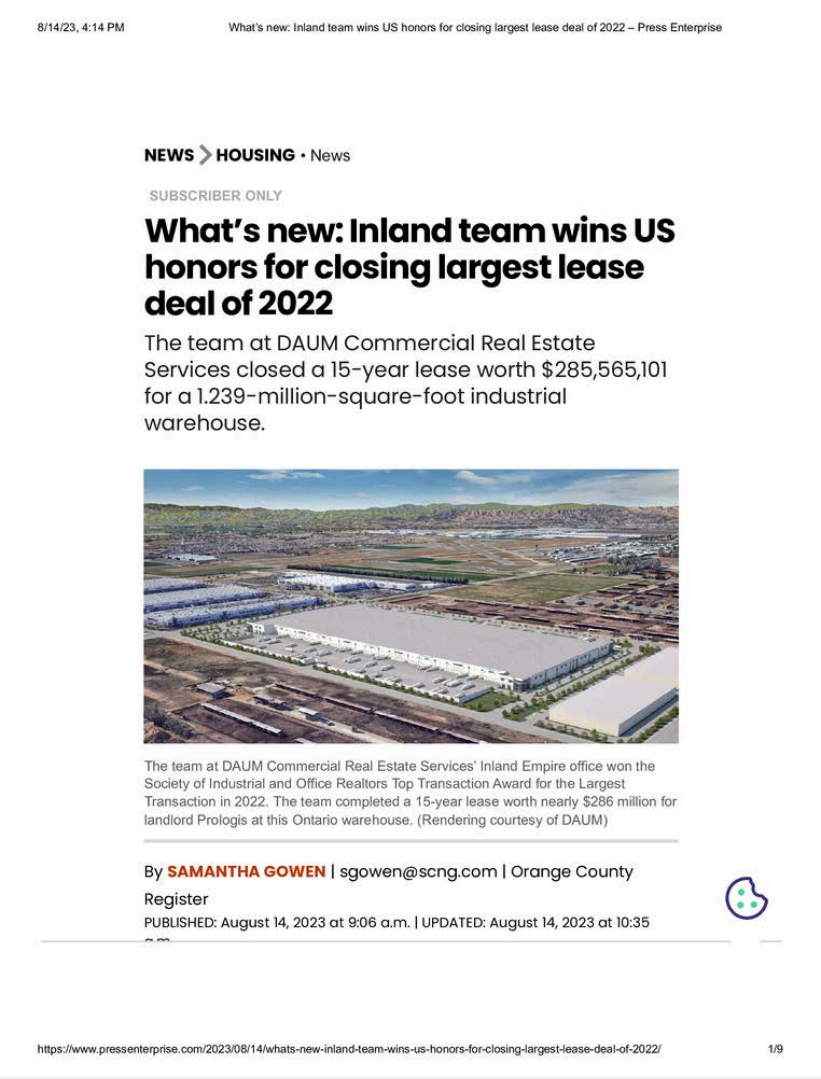
alex-donedeals.blogspot.com/2023/09/d...

Monthly Visits **481**

Monthly Visits

The Press-Enterprise

The award-winning staff of PressEnterprise.com covers local news from Riverside County, CA, California and national news, sports, things to do, and business in the Inla...



8/14/23, 4:14 PM What's new: Inland team wins US honors for closing largest lease deal of 2022 – Press Enterprise

NEWS > HOUSING • News

SUBSCRIBER ONLY

What's new: Inland team wins US honors for closing largest lease deal of 2022

The team at DAUM Commercial Real Estate Services closed a 15-year lease worth $285,565,101 for a 1.239-million-square-foot industrial warehouse.

The team at DAUM Commercial Real Estate Services' Inland Empire office won the Society of Industrial and Office Realtors Top Transaction Award for the Largest Transaction in 2022. The team completed a 15-year lease worth nearly $286 million for landlord Prologis at this Ontario warehouse. (Rendering courtesy of DAUM)

By SAMANTHA GOWEN | sgowen@scng.com | Orange County Register

PUBLISHED: August 14, 2023 at 9:06 a.m. | UPDATED: August 14, 2023 at 10:35

https://www.pressenterprise.com/2023/08/14/whats-new-inland-team-wins-us-honors-for-closing-largest-lease-deal-of-2022/ 1/9

August 14, 2023 ONLINE

The Press-Enterprise (76-073)

pressenterprise.com/2023/08/14/whats-n...

Monthly Visits **7.65K**

Monthly Visits

A mega-lease worth just shy of $286 million for a mega-warehouse in Ontario has landed a local commercial real estate team a mega U.S. honor.

The team at DAUM Commercial Real Estate Services Inland Empire office won the Society of Industrial and Office Realtors Top Transaction Award for the largest transaction (by dollar amount) in 2022.

Gus Andros, Eric Fikse and Richard John brokered a 15-year lease worth $285,565,101 for a 1.239-million-square-foot industrial warehouse.

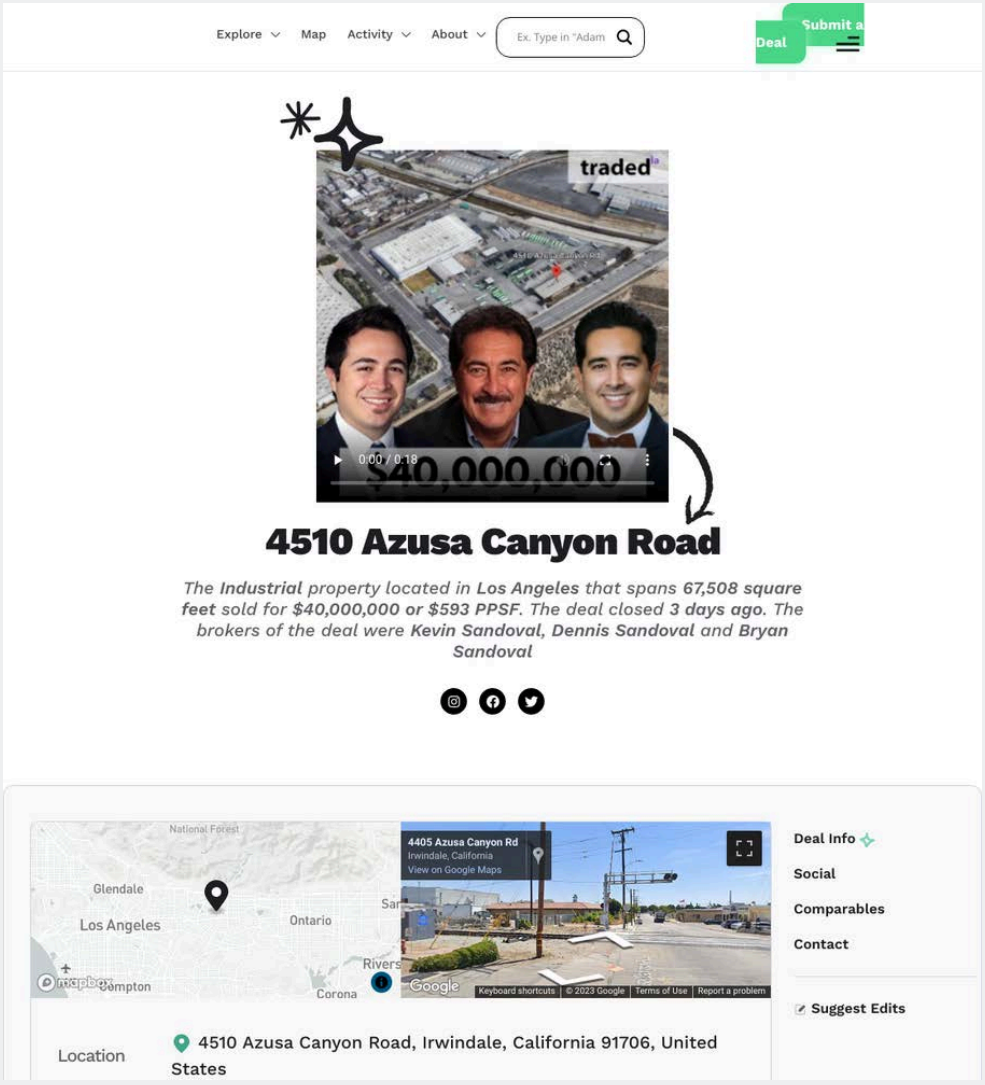
The property, owned by Prologis, was leased to a Canadian-based clothing company, Daum said, which is using the facility as its Western U.S. distribution hub.

"This transaction is a testament to the dedicated efforts of our team and the whole Inland Empire office," wrote John in a statement. "It is also a demonstration of the resilience of the Los Angeles region and the Inland Empire as a strategic location for industrial real estate assets."

The warehouse frenzy of the pandemic era is slowing. According to the trusty spreadsheet of Jonathan Lansner, by mid-year 2023, Southern California's industrial real estate had a 2.7% vacancy rate, up sharply from last year's 1.4% rate and even ridiculously lower 0.9% in 2021.

Traded

Explore recent commercial real estate transactions, learn more about the the players involved, and network along the way!



January 20, 2023 ONLINE

Traded (76-02260)

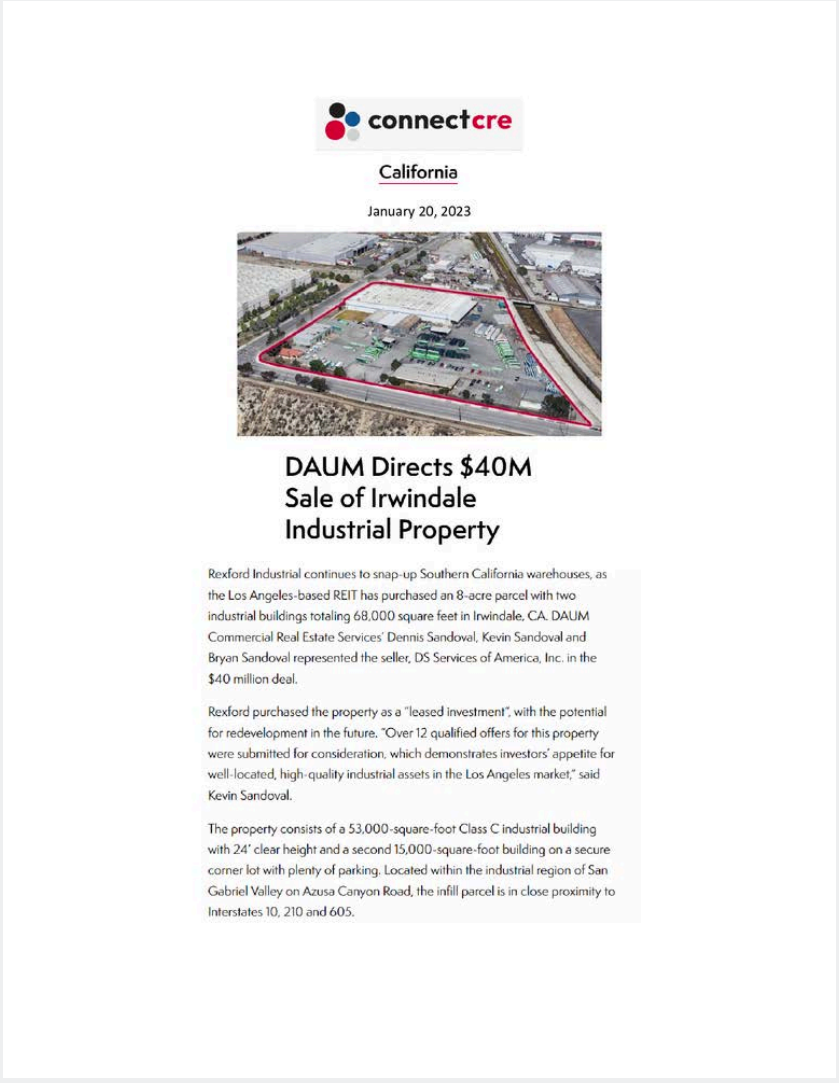
traded.co/property/los-angeles/sold/4510...

Monthly Visits **20.3K**

Monthly Visits

Connect CRE California

ConnectCRE brings you the latest commercial real estate news and analysis of current markets so you can stay informed. Visit Our Site



connectcre

California

January 20, 2023

DAUM Directs $40M Sale of Irwindale Industrial Property

Rexford Industrial continues to snap-up Southern California warehouses, as the Los Angeles-based REIT has purchased an 8-acre parcel with two industrial buildings totaling 68,000 square feet in Irwindale, CA. DAUM Commercial Real Estate Services' Dennis Sandoval, Kevin Sandoval and Bryan Sandoval represented the seller, DS Services of America, Inc. in the $40 million deal.

Rexford purchased the property as a "leased investment", with the potential for redevelopment in the future. "Over 12 qualified offers for this property were submitted for consideration, which demonstrates investors' appetite for well-located, high-quality industrial assets in the Los Angeles market," said Kevin Sandoval.

The property consists of a 53,000-square-foot Class C industrial building with 24' clear height and a second 15,000-square-foot building on a secure corner lot with plenty of parking. Located within the industrial region of San Gabriel Valley on Azusa Canyon Road, the infill parcel is in close proximity to Interstates 10, 210 and 605.

January 20, 2023 ONLINE

Connect CRE California (76-02260)

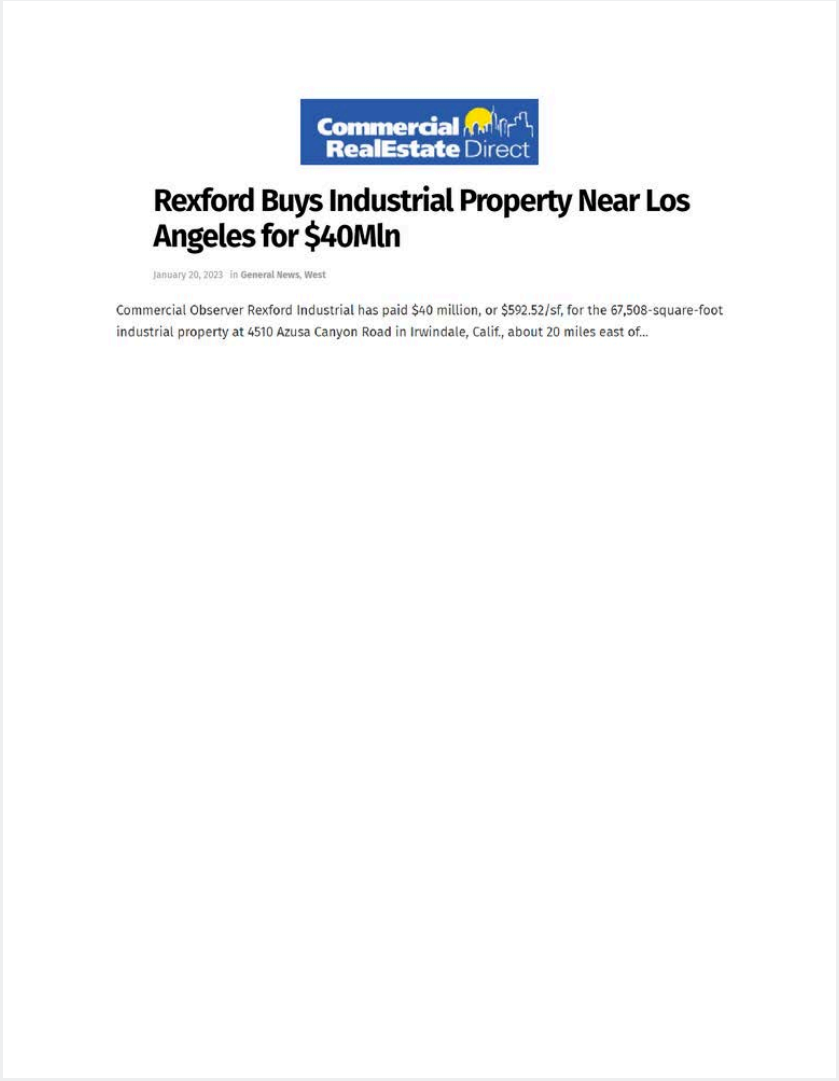
connectcre.com/stories/daum-directs-40...

Monthly Visits **45.9K**

Monthly Visits

Commercial RealEstate Direct

Commercial Real Estate Direct provides the most up-to-date market intelligence on the mortgage business, equity raising, investment sales, and CMBS.



Commercial RealEstate Direct

Rexford Buys Industrial Property Near Los Angeles for $40Mln

January 20, 2023 · in General News, West

Commercial Observer Rexford Industrial has paid $40 million, or $592.52/sf, for the 67,508-square-foot industrial property at 4510 Azusa Canyon Road in Irwindale, Calif., about 20 miles east of...

January 20, 2023 ONLINE

Commercial RealEstate Direct (76-02260)

crenews.com/2023/01/20/rexford-buys-in...

Monthly Visits **3.54K**

Monthly Visits

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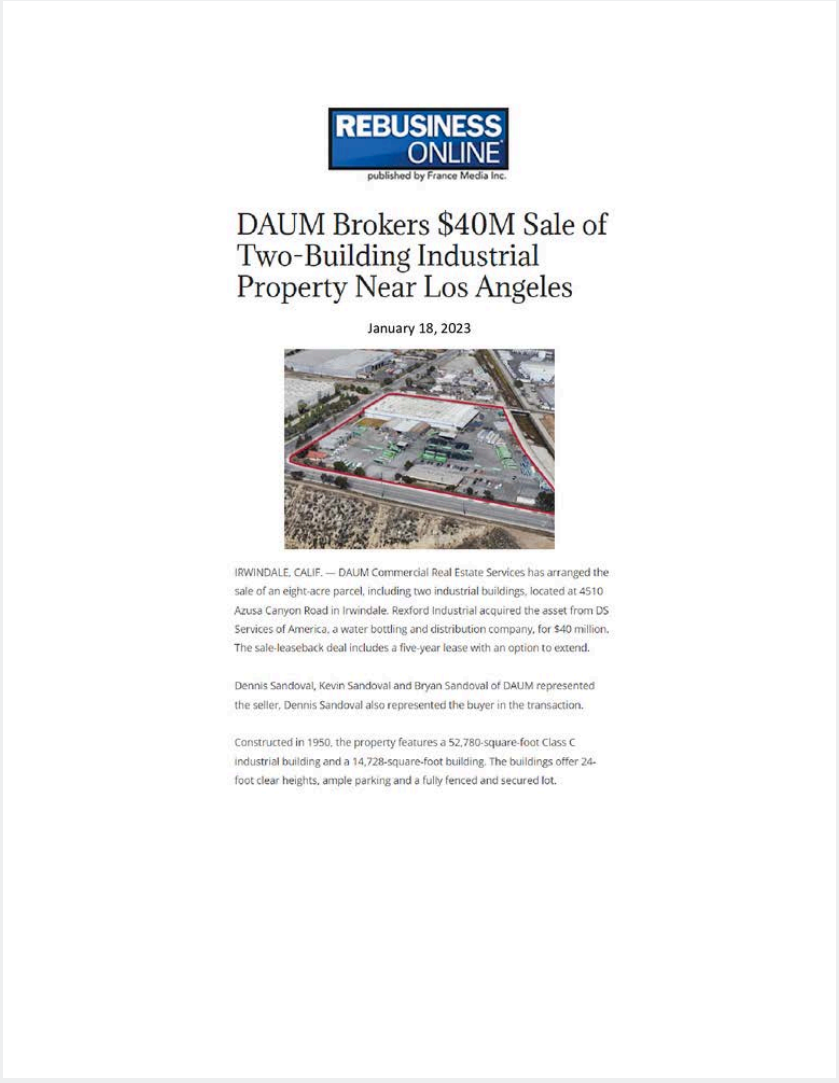

REBUSINESS ONLINE
published by France Media Inc.

DAUM Brokers $40M Sale of Two-Building Industrial Property Near Los Angeles

January 18, 2023

IRWINDALE, CALIF. — DAUM Commercial Real Estate Services has arranged the sale of an eight-acre parcel, including two industrial buildings, located at 4510 Azusa Canyon Road in Irwindale. Rexford Industrial acquired the asset from DS Services of America, a water bottling and distribution company, for $40 million. The sale-leaseback deal includes a five-year lease with an option to extend.

Dennis Sandoval, Kevin Sandoval and Bryan Sandoval of DAUM represented the seller. Dennis Sandoval also represented the buyer in the transaction.

Constructed in 1950, the property features a 52,780-square-foot Class C industrial building and a 14,728-square-foot building. The buildings offer 24-foot clear heights, ample parking and a fully fenced and secured lot.

January 18, 2023 ONLINE

REBusiness (76-02260)

rebusinessonline.com/daum-brokers-40m...

Monthly Visits **65.4K**

Monthly Visits

Commercial Observer

For real estate trends & commercial real estate news, Commercial Observer has the latest on leases, financing, sales, construction, architecture, & design.

COMMERCIAL OBSERVER

Rexford Pays $593 a Foot for Small Class C Industrial Site in LA County

JANUARY 17, 2023

Daum Commercial represented both the buyer and seller.

The property at **4510 Azusa Canyon Road** is in Irwindale, Calif., near Interstates 605, 10 and 210 in the San Gabriel Valley. It was completed over 70 years ago with a 52,780-square-foot Class C industrial building and a 14,728-square-foot building.

The San Gabriel Valley submarket is extremely tight with direct vacancy of 1.9 percent in the fourth quarter of 2022, according to a recent report from Daum. Asking rents increased by 1.3 percent to a record high of $1.53 per square foot in the fourth quarter. Daum's **Kevin Sandoval** said no new projects were completed in the final quarter, adding further pressure to the submarket.

Daum's **Dennis Sandoval**, **Bryan Sandoval** and Kevin Sandoval represented the seller. Dennis Sandoval also represented Rexford.

January 17, 2023 ONLINE

Commercial Observer (76-02260)

commercialobserver.com/2023/01/la-rexf...

Monthly Visits **188K**

Monthly Visits

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Rexford Industrial Realty Completes $336 Mil of SoCal Acquisitions in Fourth Quarter 2022

1/09/23

Rexford Industrial Realty Inc recently ten industrial properties for an aggregate purchase price of $336.2 mil during the fourth quarter of 2022. The transactions were funded using a combination of cash on hand and proceeds from forward equity settlements.

With these transactions, Rexford completed $2.4 bil of acquisitions in 2022, enabling the firm to continue growing its infill portfolio in SoCal, the largest and highest demand industrial market in the United States.

In the fourth quarter of 2022, through off-market and lightly marketed transactions, the company acquired:

• 3131 E. Harcourt St and 18031 S. Susana Rd, Rancho Dominguez, located within the LA – South Bay submarket -- for $27.5 mil, or $208 per land square foot. The three-acre site is located immediately adjacent to a 2.5-acre site acquired in August 2022. Upon near-term lease expiration, the company intends to redevelop the combined sites into a low coverage logistics facility containing a 34k sf building and oversized container storage yard. The investment generates an initial 2.2% unlevered cash yield projected to grow to an unlevered stabilized cash yield on total investment of 5.6%. According to CBRE, the vacancy rate in the 221 msf LA – South Bay submarket was 1.2% at the end of the third quarter 2022.

• 14400 S. Figueroa St, Los Angeles, located in the LA – South Bay submarket -- for $49 mil, or $234 per land square foot. The 4.8-acre site is located immediately adjacent to a one-acre site acquired in July 2022. The company intends to reposition the combined site into a low coverage logistics facility containing a 57k sf, cross-dock building and oversized container storage yard. The investment is projected to generate a 5.1% unlevered stabilized cash yield on total investment.

• A five-property portfolio located across the LA – South Bay submarket and Inland Empire – West submarket for $198.1 mil, or $382 per square foot. The properties are located at 2130-2140 E. Del Amo Blvd and 20455 S. Reeves Ave in Carson, 19145 Gramercy Place in Torrance, and 14874 Jurupa Ave and 10600 Mulberry Ave in Fontana. In aggregate, the portfolio totals 518.9k sf on 24.6 acres of land and is 100% leased to six tenants. The investment generates an aggregate initial 5.0% unlevered cash yield projected to grow to an aggregate unlevered stabilized cash yield on total investment of 5.5% through re-leasing at market rents and annual contractual rent increases. According to CBRE, the vacancy rate in the 329 msf Inland Empire – West submarket was 0.4% as of third quarter 2022.

• 755 Trademark Circle, Corona, located in the Inland Empire – West submarket, for $10.5 mil, or $305 per square foot. The 34.4k sf building situated on 1.6 acres is leased to a single tenant through a long-term sale leaseback. The investment generates an initial unlevered yield of 5.3%, growing over time through 4.0% contractual annual rent increases.

• 4500 Azusa Canyon, Irwindale, located in the LA – San Gabriel Valley submarket, for $40 mil, or $116 per land square foot. The 7.9-acre, low coverage site is improved with 77.3k sf of buildings and leased to a single tenant through a sale leaseback. The investment generates an initial unlevered cash yield of 5.3%, growing over time through 3.0% contractual rent increases. According to CBRE, the vacancy rate in the 160 msf LA – San Gabriel Valley submarket was 1.2% at the end of the third quarter 2022.

• 7617 Haskell Ave, Van Nuys, located in the LA – San Fernando Valley submarket, for $11.1 mil, or $128 per land square foot. The two-acre industrial outdoor storage site is 100% leased to a single tenant. The investment generates an initial unlevered cash yield of 5.3% projected to grow to a 5.9% unlevered stabilized cash yield on total investment. According to CBRE, the vacancy rate in the 177 msf LA – San Fernando Valley submarket was 0.5% at the end of the third quarter 2022.

January 09, 2023 ONLINE

RENTV (76-02260)

rentv.com/content/southerncalifornia/mai...

Monthly Visits **1.48K**

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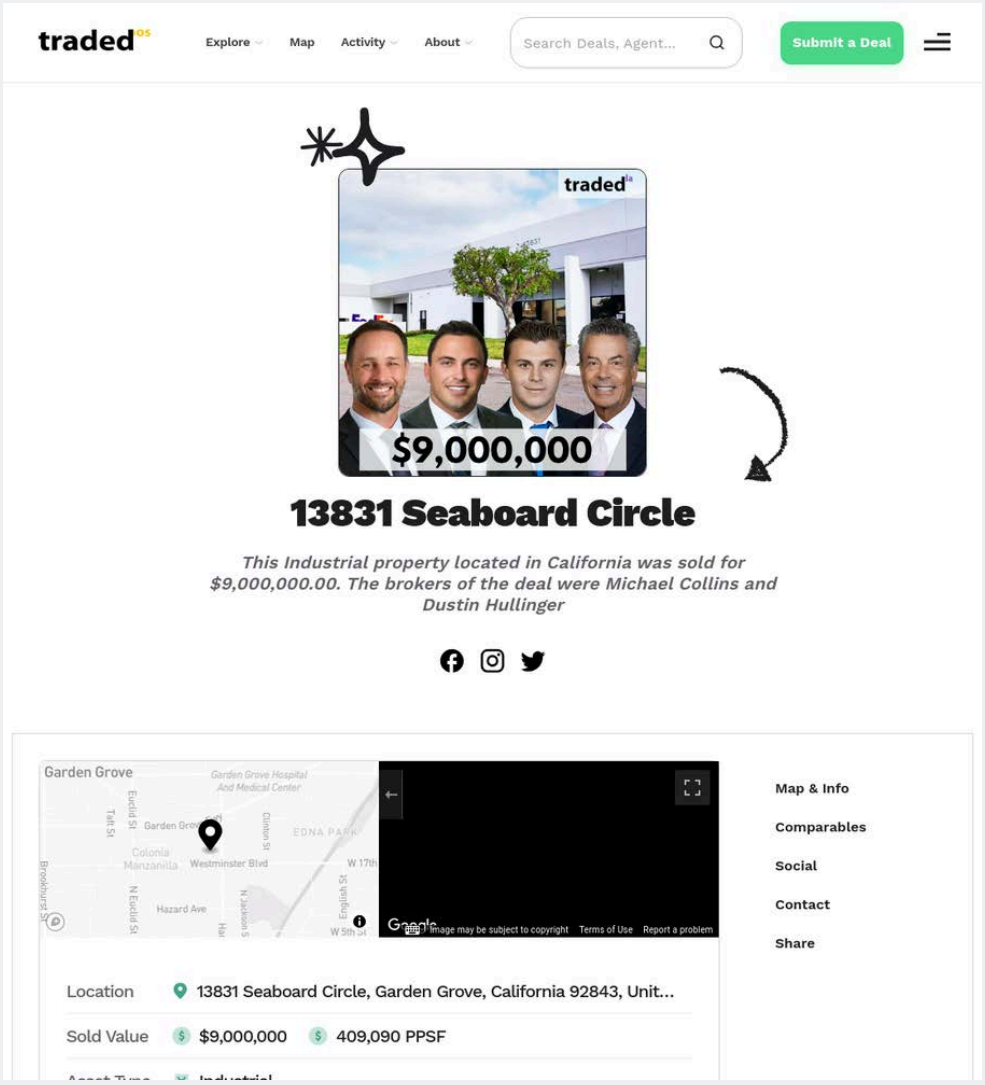

January 04, 2023 ONLINE

Traded (76-019)

traded.co/property/los-angeles/sold/1383...

Monthly Visits **20.3K**

Monthly Visits

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ONLINE

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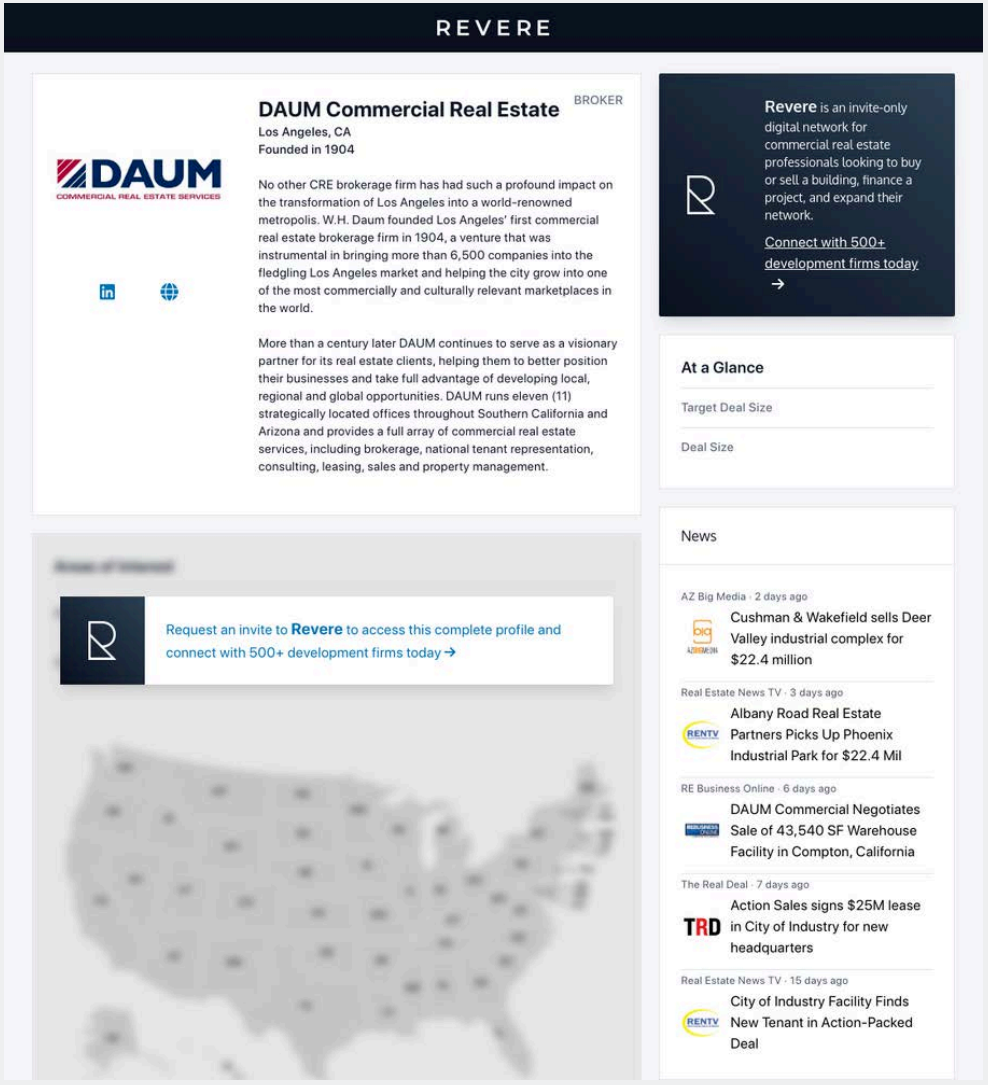
rentv.com/content/homepage/mainnews/...

Log in | Revere



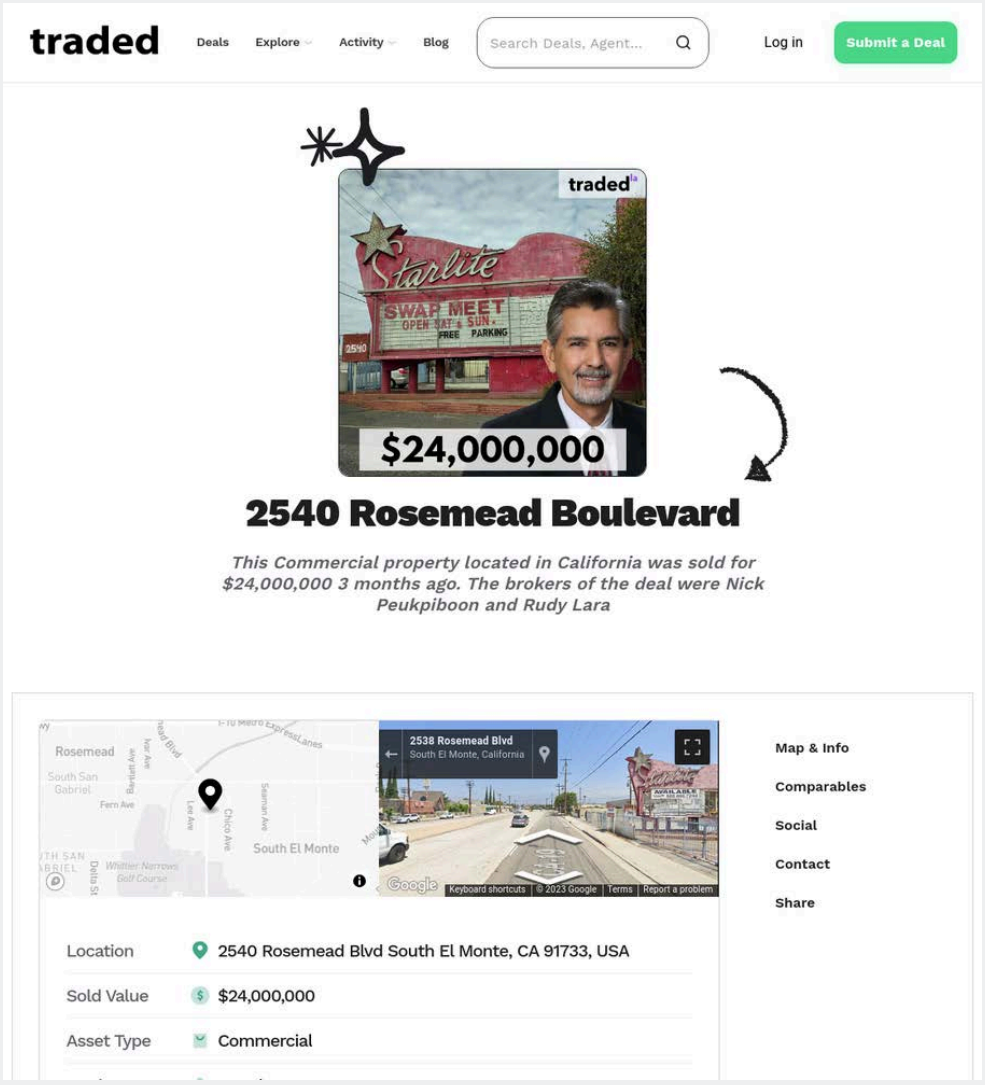
ONLINE

DAUM Commercial Real Estate | Revere

platform.reverecre.com/company/daum.c...

Traded

Explore recent commercial real estate transactions, learn more about the the players involved, and network along the way!



ONLINE

2540 Rosemead Boulevard

traded.co/property/la/sold/2540-rosemea...

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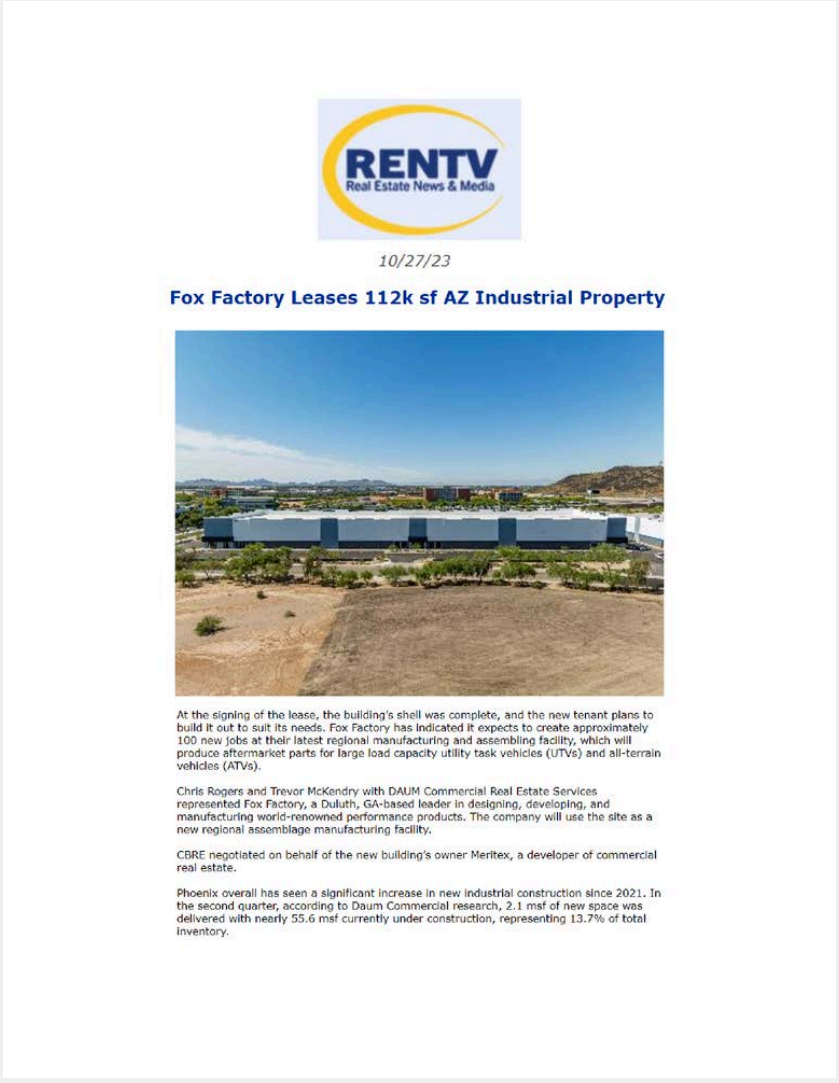

10/27/23

Fox Factory Leases 112k sf AZ Industrial Property

At the signing of the lease, the building's shell was complete, and the new tenant plans to build it out to suit its needs. Fox Factory has indicated it expects to create approximately 100 new jobs at their latest regional manufacturing and assembling facility, which will produce aftermarket parts for large load capacity utility task vehicles (UTVs) and all-terrain vehicles (ATVs).

Chris Rogers and Trevor McKendry with DAUM Commercial Real Estate Services represented Fox Factory, a Duluth, GA-based leader in designing, developing, and manufacturing world-renowned performance products. The company will use the site as a new regional assemblage manufacturing facility.

CBRE negotiated on behalf of the new building's owner Meritex, a developer of commercial real estate.

Phoenix overall has seen a significant increase in new industrial construction since 2021. In the second quarter, according to Daum Commercial research, 2.1 msf of new space was delivered with nearly 55.6 msf currently under construction, representing 13.7% of total inventory.

ONLINE

RENTV.com (76-0170)

rentv.com/content/homepage/etcetc/new...

Monthly Visits **10.4K**

Monthly Visits

RENTV

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10/16/23

Compton Warehouse Gets New Owner in $16 Mil Trade

A 43.5k sf warehouse property in Compton was purchased by a private investor in a $16 mil ($368/sf) transaction. The property is located at 1303 West Walnut Pkwy, east of Central Ave and just north of the 91 Fwy.

The property sits on 1.8 acres within a highly active industrial hub, and is located just 20 minutes from LAX, and 30 minutes from the Ports of Long Beach and Los Angeles. There are two drive-in loading areas and six dock-high doors with ample turning radius for 53-foot truck loading. The site has 93 parking spaces and a fenced yard. New ownership plans to meet the needs of today's last mile logistics users by removing the excess mezzanine office space and implementing extensive renovations to reduce and modernize the onsite office footprint.

Anthony Bergeman, SIOR, with DAUM Commercial Real Estate Services represented the buyer in the deal. The seller was repped by Jeff Smart and Elizabeth Capati of Colliers.

Though overall vacancy rates have increased since record lows in 2022, industrial asset vacancies in the South Bay area are still less than 4% in the Carson, Rancho Domiguez, and Compton subsections. Last-mile access to large populations continues to drive investor demand for well-located industrial space. According to Prologis research, e-commerce's total share of consumer spending is expected to increase to 25% by 2025, which will continue to drive demand for warehouse space as e-commerce requires three times the logistics space compared to brick-and-mortar retail.

ONLINE

RENTV.com (76-0165)

rentv.com/content/southerncalifornia/losa...

Monthly Visits **10.4K**

Monthly Visits

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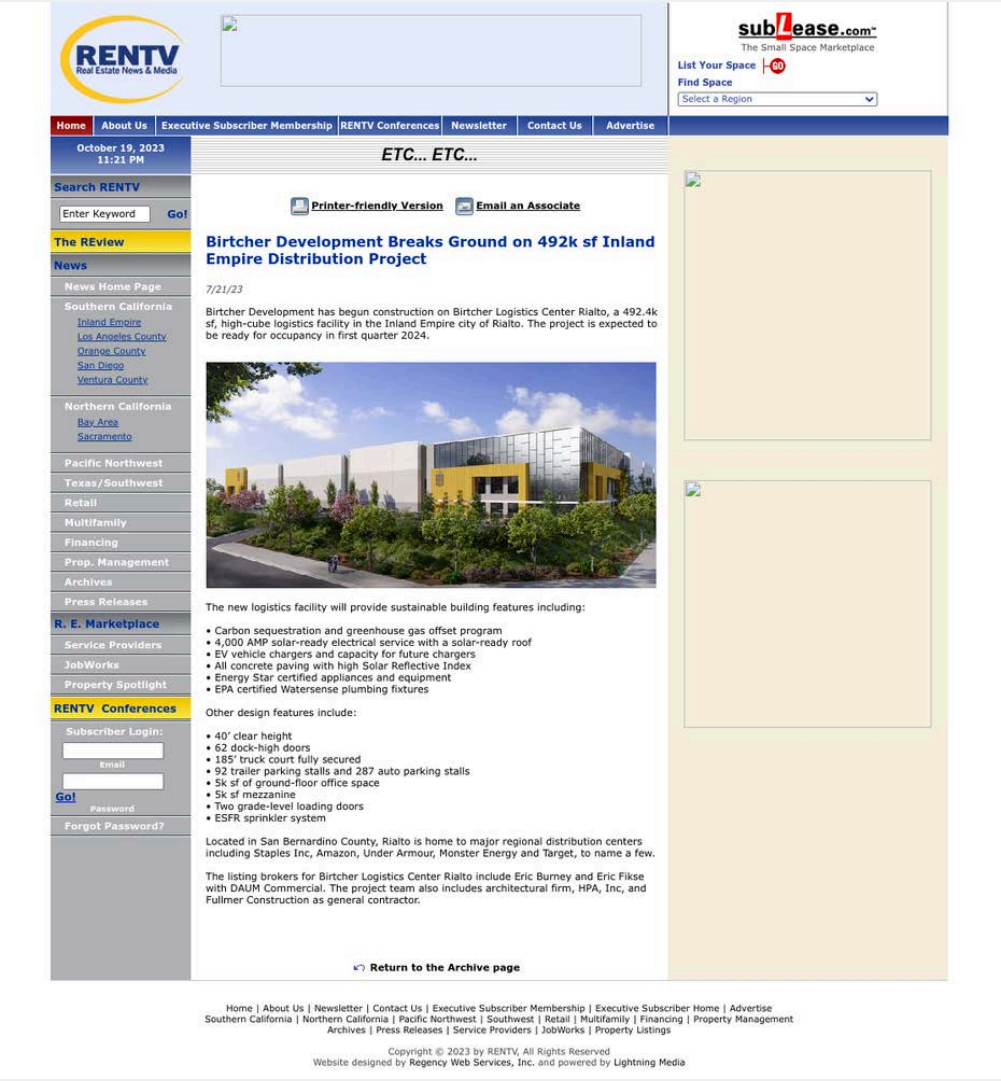

ONLINE

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rentv.com/content/homepage/etcetc/new...

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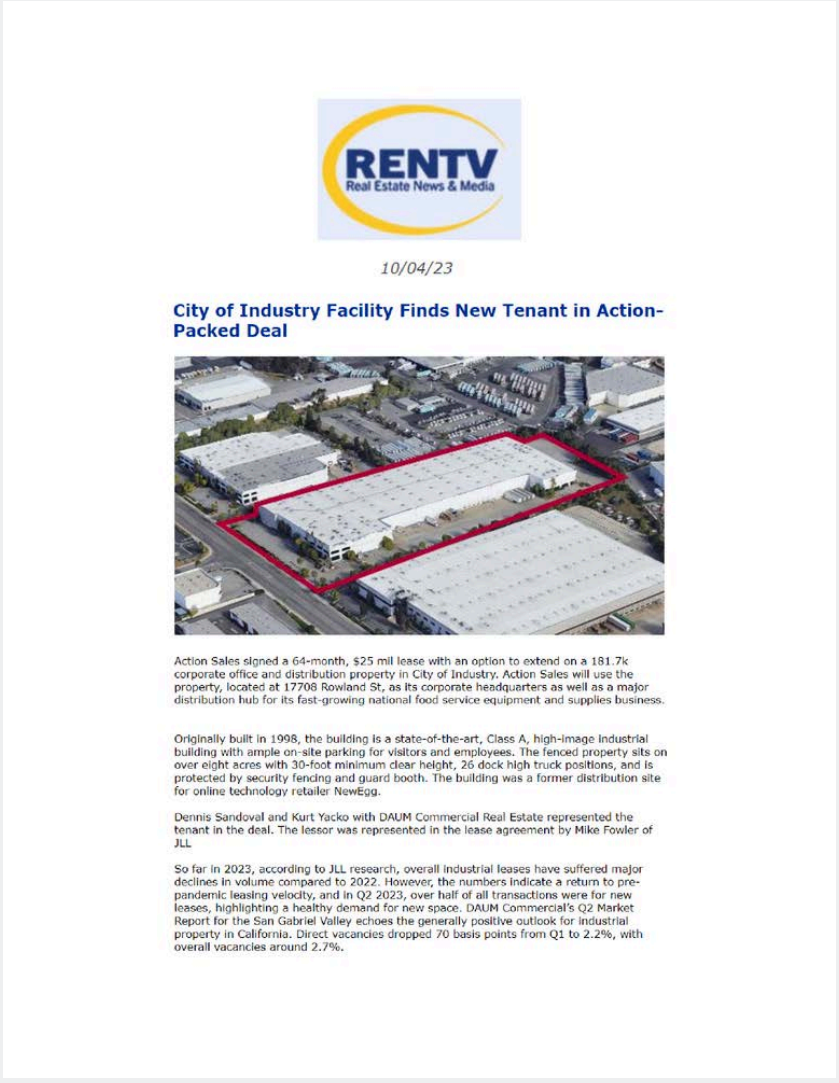


10/04/23

City of Industry Facility Finds New Tenant in Action-Packed Deal

Action Sales signed a 64-month, $25 mil lease with an option to extend on a 181.7k corporate office and distribution property in City of Industry. Action Sales will use the property, located at 17708 Rowland St, as its corporate headquarters as well as a major distribution hub for its fast-growing national food service equipment and supplies business.

Originally built in 1998, the building is a state-of-the-art, Class A, high-image industrial building with ample on-site parking for visitors and employees. The fenced property sits on over eight acres with 30-foot minimum clear height, 26 dock high truck positions, and is protected by security fencing and guard booth. The building was a former distribution site for online technology retailer NewEgg.

Dennis Sandoval and Kurt Yacko with DAUM Commercial Real Estate represented the tenant in the deal. The lessor was represented in the lease agreement by Mike Fowler of JLL

So far in 2023, according to JLL research, overall industrial leases have suffered major declines in volume compared to 2022. However, the numbers indicate a return to pre-pandemic leasing velocity, and in Q2 2023, over half of all transactions were for new leases, highlighting a healthy demand for new space. DAUM Commercial's Q2 Market Report for the San Gabriel Valley echoes the generally positive outlook for industrial property in California. Direct vacancies dropped 70 basis points from Q1 to 2.2%, with overall vacancies around 2.7%.

ONLINE

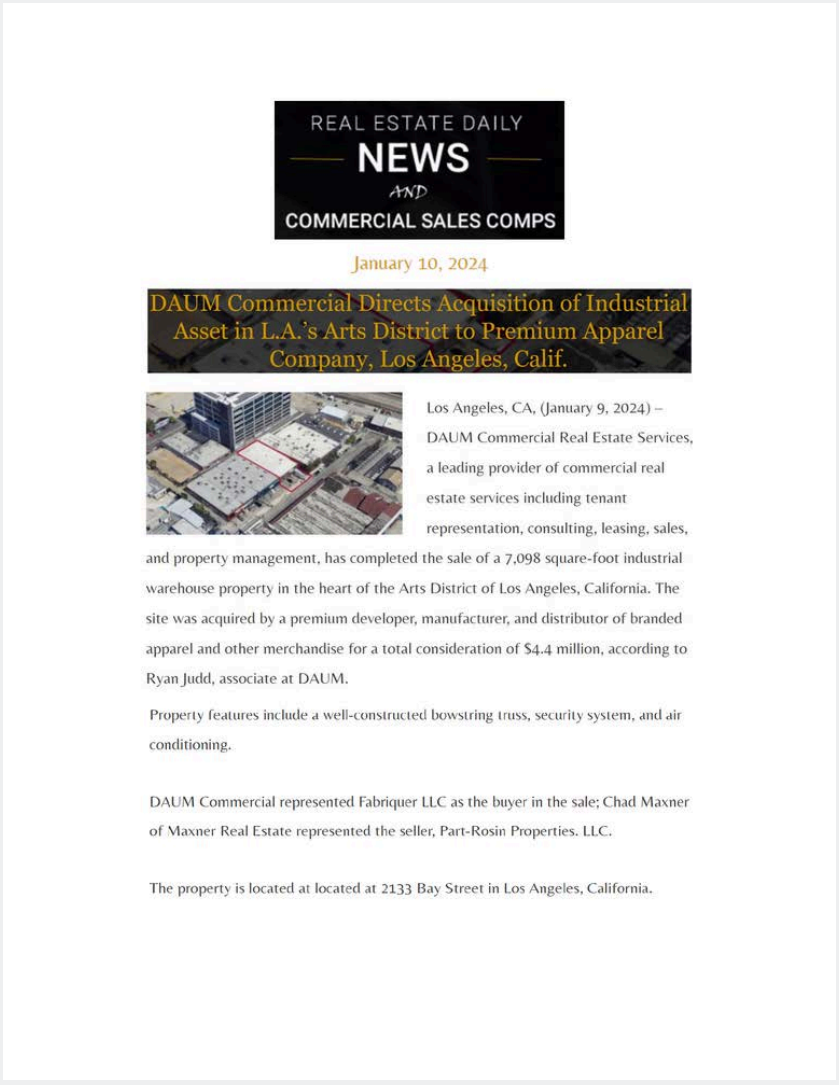
RENTV.com (76-0164)

rentv.com/content/homepage/mainnews/...

Monthly Visits **10.4K**

Monthly Visits

Real Estate Daily News



REAL ESTATE DAILY
NEWS
AND
COMMERCIAL SALES COMPS

January 10, 2024

DAUM Commercial Directs Acquisition of Industrial Asset in L.A.'s Arts District to Premium Apparel Company, Los Angeles, Calif.

Los Angeles, CA, (January 9, 2024) – DAUM Commercial Real Estate Services, a leading provider of commercial real estate services including tenant representation, consulting, leasing, sales, and property management, has completed the sale of a 7,098 square-foot industrial warehouse property in the heart of the Arts District of Los Angeles, California. The site was acquired by a premium developer, manufacturer, and distributor of branded apparel and other merchandise for a total consideration of $4.4 million, according to Ryan Judd, associate at DAUM.

Property features include a well-constructed bowstring truss, security system, and air conditioning.

DAUM Commercial represented Fabriquer LLC as the buyer in the sale; Chad Maxner of Maxner Real Estate represented the seller, Part-Rosin Properties. LLC.

The property is located at located at 2133 Bay Street in Los Angeles, California.

January 10, 2024 ONLINE

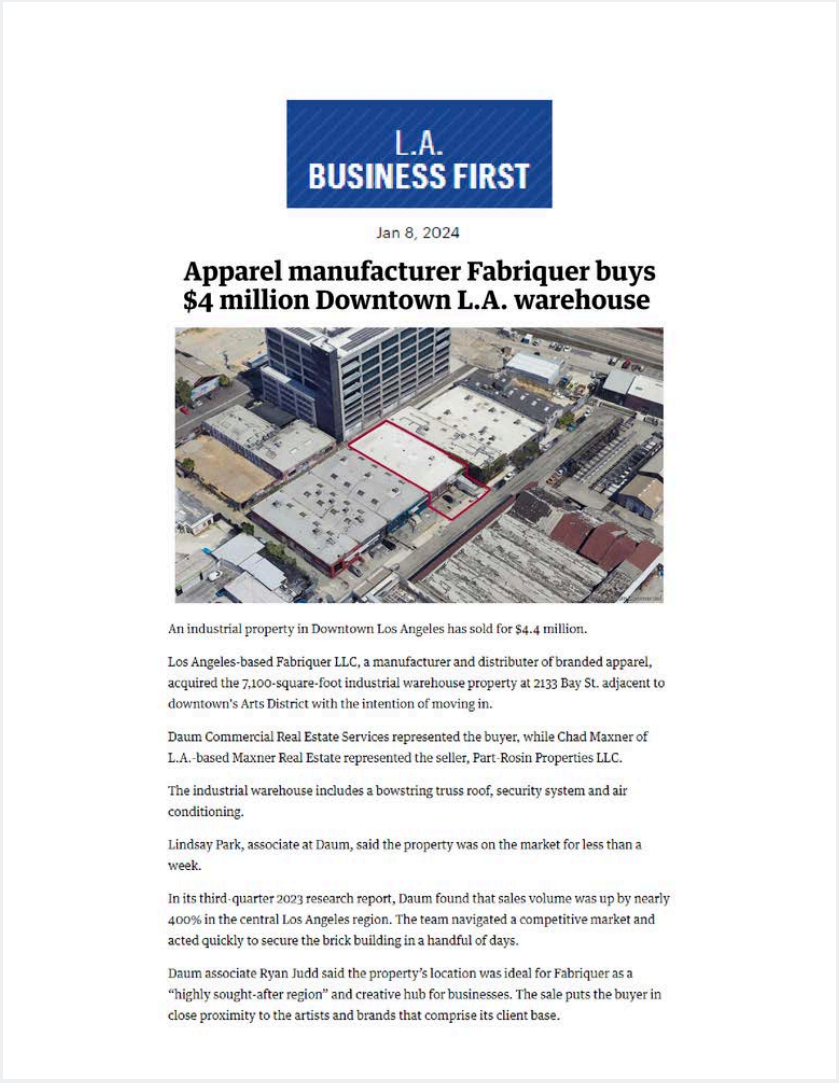
Real Estate Daily News (76-0205)

realestatedaily-news.com/daum-commer...

Monthly Visits **20.7K**

Monthly Visits

L.A. Business First



L.A.
BUSINESS FIRST

Jan 8, 2024

Apparel manufacturer Fabriquer buys $4 million Downtown L.A. warehouse

An industrial property in Downtown Los Angeles has sold for $4.4 million.

Los Angeles-based Fabriquer LLC, a manufacturer and distributer of branded apparel, acquired the 7,100-square-foot industrial warehouse property at 2133 Bay St. adjacent to downtown's Arts District with the intention of moving in.

Daum Commercial Real Estate Services represented the buyer, while Chad Maxner of L.A.-based Maxner Real Estate represented the seller, Part-Rosin Properties LLC.

The industrial warehouse includes a bowstring truss roof, security system and air conditioning.

Lindsay Park, associate at Daum, said the property was on the market for less than a week.

In its third-quarter 2023 research report, Daum found that sales volume was up by nearly 400% in the central Los Angeles region. The team navigated a competitive market and acted quickly to secure the brick building in a handful of days.

Daum associate Ryan Judd said the property's location was ideal for Fabriquer as a "highly sought-after region" and creative hub for businesses. The sale puts the buyer in close proximity to the artists and brands that comprise its client base.

January 08, 2024 ONLINE

L.A. Business First (76-0205)

bizjournals.com/losangeles/news/2024/0...

Monthly Visits **2.59M**

Monthly Visits

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RENTV
Real Estate News & Media

1/11/24

Industrial Facility in L.A.'s Arts District Sells for $620/sf

A 7.1k sf industrial warehouse property in the heart of Los Angeles' Arts District sold for $4.4 mil ($620/sf). The asset was acquired by a premium developer, manufacturer, and distributor of branded apparel and other merchandise.

The property is located at located at 2133 Bay St, just north of I-10 and west of the Los Angeles River. Features include a well-constructed bowstring truss, security system, and air conditioning.

Ryan Judd and Lindsay Park with DAUM Commercial represented Fabriquer LLC as the buyer in the sale. Chad Maxner of Maxner Real Estate repped the seller, Part-Rosin Properties LLC. According to DAUM, the property was on the market for less than a week.

"This property was situated in an ideal location for our client," says Judd. "The Arts District is a highly sought-after region that has become a creative hub for a variety of businesses. This acquisition positions the new owner-user near the artists and brands that comprise their client base."

The Arts District is a vibrant and growing area recently named "LA's Coolest Neighborhood" by TimeOut.com. Near the center of downtown, and bordered by the Los Angeles River, Little Tokyo, and the I-5 and I-10 freeways, the Arts District is home to a host of popular cafes and breweries, art galleries and museums, and creative and technology businesses.

ONLINE

RENTV.com (76-0205)

rentv.com/content/southerncalifornia/mai...

Monthly Visits **10.4K**

Monthly Visits

Western Real Estate Business

WESTERN REAL ESTATE BUSINESS

Connecting Real Estate in the West

January 2024

HARBERT MANAGEMENT SELLS 346,731 SF CONCORD CORPORATE CENTRE

SAN FRANCISCO — Harbert Management Corp. has completed the disposition of Concord Corporate Centre, an office campus in San Francisco's East Bay area. Sierra Pacific acquired the asset for an undisclosed price. Located at 1320 and 1390 Willow Pass Road, the 346,731-square-foot, two-building campus was 73 percent leased at the time of sale. The property also includes a 1,167-stall parking garage. The buyer plans to add updated amenities and renovate the property's common areas. Steven Golubchik, Edmund Najera, Jonathan Schaeffer and Darren Hollak of Newmark represented the seller in the deal.

Concord Corporate Centre in San Francisco features 346,731 square feet of office space spread across two buildings.

DAUM COMMERCIAL NEGOTIATES 115,734 SF WAREHOUSE LEASE IN RANCHO DOMINGUEZ

RANCHO DOMINGUEZ, CALIF. — DAUM Commercial Real Estate Services has negotiated the lease of an industrial warehouse facility at 3040 E. Ana Street in Rancho Dominguez. JCQ Industrial leased the asset to DCW Inc. The site was leased for a total consideration of $10.1 million. The 115,734-square-foot property features 35 trailer or container spaces, 18 dock-high doors, 20- to 22-foot warehouse ceiling heights and loading access across the front of the building. The building's office space allows for configurations that range from 6,500 square feet to 21,000 square feet. The asset offers ample parking, as well as reception and kitchen areas. Chuck Brill, Casey Mungo and Nat Ortega of DAUM represented the lessor, while Tyler Rollema of Kidder Co. represented the lessee in the deal.

LRE & CO., AMERICAN HOSPITALITY BREAK GROUND ON ROSEVILLE JUNCTION MIXED-USE DEVELOPMENT

ROSEVILLE, CALIF. — LRE & Co and American Hospitality Services have broken ground on Roseville Junction, a mixed-use development at 290 Conference Center Drive in Roseville, a suburb northeast of Sacramento. Functioning as a sports and entertainment complex in Placer County, Roseville Junction will include two select-service hotels, three restaurants, an outdoor gathering place and The Electric Pickle, which will offer a bocce ball court, 10 pickleball courts and dining venues. Caption by Hyatt Roseville will feature 112 rooms and suites, a fitness center, meeting facilities and a reimagined hotel lobby with an on-site restaurant and beverage venue, an all-day café, market and bar with a lounge and social space. Hyatt House Roseville will offer 126 rooms, including studios and one-bedroom suites, public spaces and a rooftop bar.

CBRE ARRANGES $2.4 MILLION SALE OF MULTIFAMILY PROPERTY IN HUNTINGTON BEACH

HUNTINGTON BEACH, CALIF. — CBRE has arranged the purchase of a multifamily property in Huntington Beach. A San Diego-based 1031 exchange buyer acquired the asset from a Huntington Beach-based private investor for $2.4 million. Located at 7872 Liberty Drive, the two-story, 3,004-square-foot building features five apartments in a mix of one-, two- and three-bedroom layouts. All units feature patios or balconies. The property also offers garage parking and a laundry facility. Recent improvements include full renovations to two units, a new central water heater, updated windows, garage doors, exterior paint and landscaping. Dan Blackwell and Amanda Fielder of CBRE represented the buyer in the transaction.

BRIXTON CAPITAL BUYS 178,204 SF MONTEREY PLAZA IN SAN JOSE

SAN JOSE, CALIF. — Brixton Capital has purchased Monterey Plaza, a shopping center in southeast San Jose, from a joint venture between Kimco Realty and Prudential Global Investment Management for an undisclosed amount. A FoodMaxx grocery store anchors the 178,204-square-foot, open-air property. Additional tenants include City Sports Club (an LA Fitness affiliate), Dollar Tree, McDonald's and Taco Bell, as well as other restaurants, retailers, entertainment companies and medical-service providers. Brixton plans to re-tenant a former Walmart storefront and revitalize the shopping center, including new exterior aesthetics and landscaping. Nicholas Bicardo of Newmark represented the New York-based seller, while Brixton Capital was self-represented in the deal.

VOIT REAL ESTATE NEGOTIATES $11.3 MILLION SALE OF HARBOR WARNER BUSINESS CENTER

SANTA ANA, CALIF. — Voit Real Estate Services has arranged the sale of Harbor Warner Business Center, an industrial business park in Santa Ana. Rexford Industrial sold the asset to a private investment fund for $11.3 million. Located at 2525 S. Harbor Blvd. and 3720-3752 W. Warner Ave., Harbor Warner Business Center features 38,643 square feet of multi-tenant industrial space. At the time of sale, the property was fully leased. Mike Heiser of Voit's Anaheim office represented the seller and buyer in the transaction. Matt Peters of Voit's Irvine office represented Rexford in leasing the asset and acted as the local market advisor for the transaction.

CARIBOU INDUSTRIES TO DEVELOP MIXED-USE PROPERTY IN DOWNTOWN SANTA ANA

SANTA ANA, CALIF. — Caribou Industries has executed a disposition and development agreement with the City of Santa Ana to begin construction on 3rd & Broadway Promenade, a mixed-use project in downtown Santa Ana. Located in the southeastern suburbs of Los Angeles, 3rd & Broadway Promenade will feature a 16-story multifamily building, a 10-story hotel and an event center. The residential component will offer studio, one- and two-bedroom floorplans and 198 secured homeowner garages. The three-star hotel will feature 75 guest rooms, a rooftop conference facility, restaurant, bar, and more than 13,500 square feet of retail and residential space. Additionally, 3rd & Broadway Promenade will feature a 204-space parking structure for the public. Construction is slated to begin in second-quarter 2024. Gensler is serving as architect.

TABANI GROUP BUYS 107,687 SF BRISTOL MARKETPLACE

SANTA ANA, CALIF. — Tabani Group has acquired Bristol Marketplace, a retail property located at 1351 W. 17th Street in the Orange County city of Santa Ana. An undisclosed seller sold the asset for $16.7 million. The 107,687-square-foot plaza comprises a two-story, 99,751-square-foot former Kohl's and adjacent shop space. The buyer plans to reposition the vacant box space. Gleb Lvovich, Daniel Tyner, Geoff Tranchina and Conor Quinn of JLL Capital Markets Investment Sales Advisory represented the seller in the deal.

CITY OF GARDEN GROVE ACQUIRES OFFICE BUILDING FOR $12.1 MILLION

GARDEN GROVE, CALIF. — The City of Garden Grove, located in Orange County, has purchased Garden Grove Plaza, located at 12966 Euclid Street in Garden Grove. A private seller sold the asset for $12.1 million, or $188 per square foot. Anthony DeLorenzo, Bryan Johnson, Nick Williams and Peter Wells of CBRE represented the seller in the deal. Situated on two acres, the five-story glass-and-steel building offers about 64,468 square feet of office space. The property was recently renovated and is currently 77 percent occupied.

LIBERTY NATIONAL ACQUIRES DEVELOPMENT SITE IN SAN DIEGO FOR APARTMENT TOWER PROJECT

SAN DIEGO — Liberty National Corp. has purchased a land site at 1520 and 1532 3rd Ave. in downtown San Diego for the development of a residential property. Terms of the transaction were not released. Liberty acquired the 22,484-square-foot site in December 2023 and plans to build a high-rise multifamily community on the site. The property will also offer a selection of affordable housing options.

CITY CENTER REALTY PARTNERS PURCHASES 4,500 SF RETAIL, OFFICE BUILDING IN SAN FRANCISCO

SAN FRANCISCO — San Francisco-based City Center Realty Partners has acquired a freestanding, multi-tenant retail and office building in San Francisco's Marina District for an undisclosed price. Tri Counties Bank currently occupies the ground-floor space of the two-story, 4,500-square-foot building, which is located at 2197 Chestnut St. and originally built in 1907. Kazuko Morgan and Heather Trimble of Cushman & Wakefield represented the buyer, while David Klein and Elijah Hodges of Lee & Associates represented the seller in the deal.

January 18, 2024 ONLINE

Western Real Estate Business (76-0191)

editions.mydigitalpublication.com/publica...

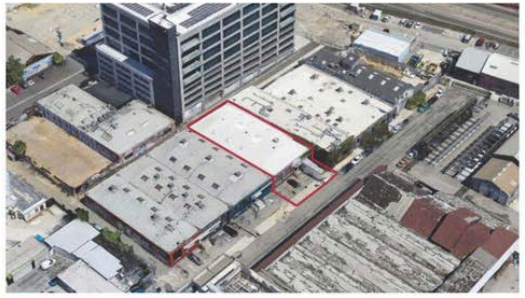
Monthly Visits **251K**

Monthly Visits

Los Angeles Business Journal

LOS ANGELES BUSINESS JOURNAL
JANUARY 22, 2024

Arts District Asset Sells for $4.4 Million



A 7,100-square-foot industrial asset in the Arts District has sold for $4.4 million.

The warehouse property, located at 2133 Bay St., was acquired by a developer, manufacturer and distributor of branded apparel and other merchandise, according to the downtown-based brokerage **Daum Commercial Real Estate Services**.

"This property was situated in an ideal location for our client," said **Ryan Judd**, an associate specializing in industrial and creative offices spaces at Daum. "The Arts District is a highly sought-after region that has become a creative hub for a variety of businesses. This acquisition positions the new owner-user near the artists and brands that comprise their client base."

Judd represented the undisclosed buyer in the sale, along with Daum associate **Lindsay Park**, who noted that the sale happened rather quickly amid a competitive central market.

"This was an in-demand property that was on the market for less than a week," Park added.

January 22, 2024 ONLINE

Los Angeles Business Journal (76-025)

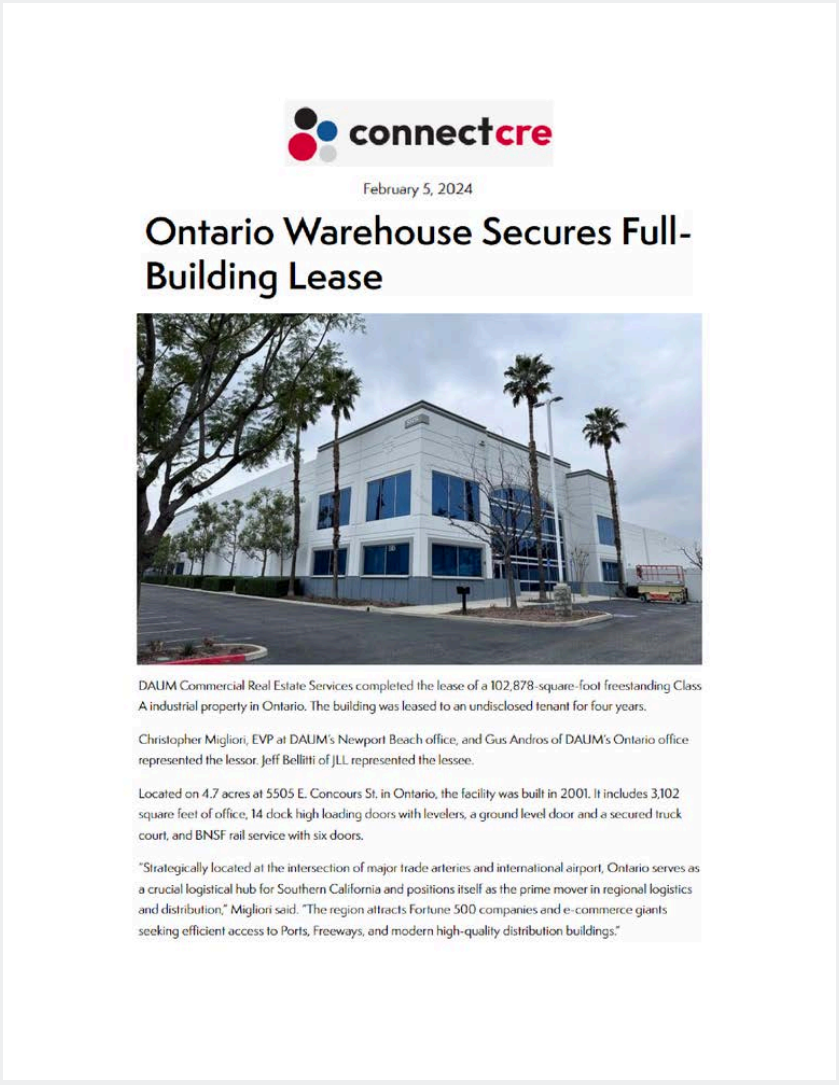
labusinessjournal.com/real-estate/arts-dis...

Monthly Visits **108K**

Monthly Visits

Connect CRE

ConnectCRE brings you the latest commercial real estate news and analysis of current markets so you can stay informed. Visit Our Site



connectcre

February 5, 2024

Ontario Warehouse Secures Full-Building Lease

DAUM Commercial Real Estate Services completed the lease of a 102,878-square-foot freestanding Class A industrial property in Ontario. The building was leased to an undisclosed tenant for four years.

Christopher Migliori, EVP at DAUM's Newport Beach office, and Gus Andros of DAUM's Ontario office represented the lessor. Jeff Bellitti of JLL represented the lessee.

Located on 4.7 acres at 5505 E. Concours St. in Ontario, the facility was built in 2001. It includes 3,102 square feet of office, 14 dock high loading doors with levelers, a ground level door and a secured truck court, and BNSF rail service with six doors.

"Strategically located at the intersection of major trade arteries and international airport, Ontario serves as a crucial logistical hub for Southern California and positions itself as the prime mover in regional logistics and distribution," Migliori said. "The region attracts Fortune 500 companies and e-commerce giants seeking efficient access to Ports, Freeways, and modern high-quality distribution buildings."

February 05, 2024 ONLINE

Connect CRE (76-096)

connectcre.com/stories/ontario-warehous...

Monthly Visits **49.9K**

Monthly Visits

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February 5, 2024

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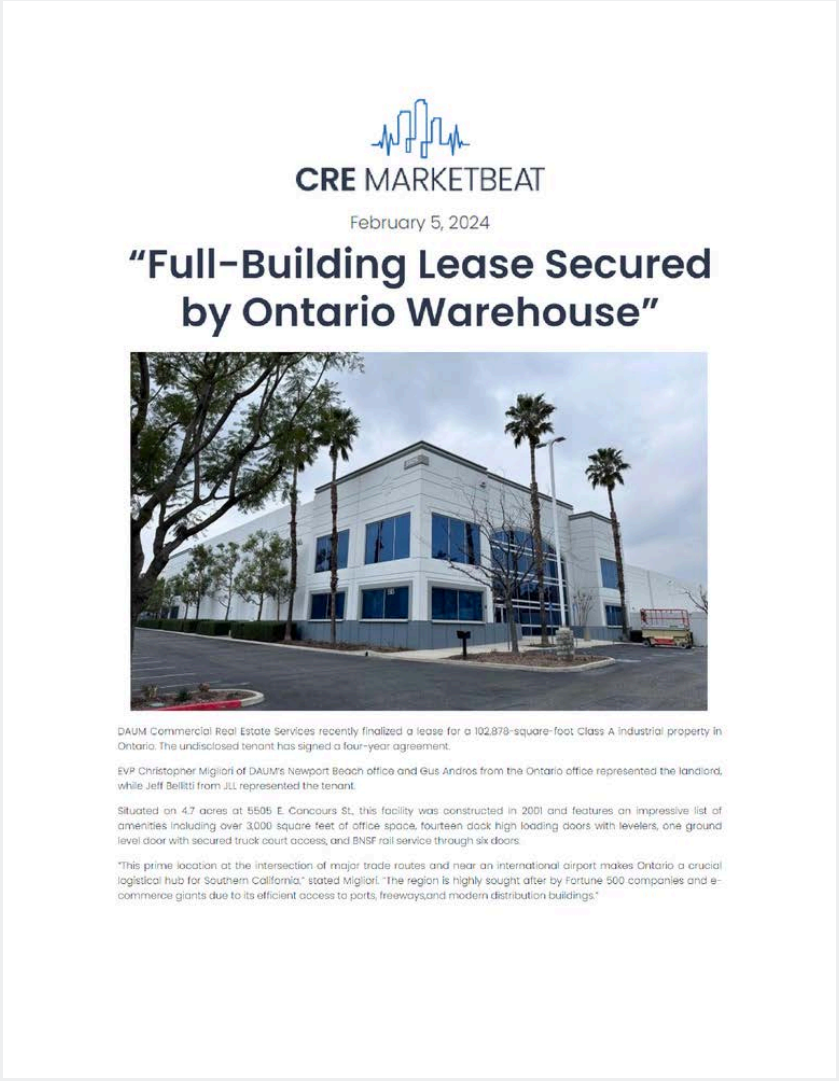
CRE MarketBeat



CRE MARKETBEAT

February 5, 2024

"Full-Building Lease Secured by Ontario Warehouse"

DAUM Commercial Real Estate Services recently finalized a lease for a 102,878-square-foot Class A industrial property in Ontario. The undisclosed tenant has signed a four-year agreement.

EVP Christopher Migliori of DAUM's Newport Beach office and Gus Andros from the Ontario office represented the landlord, while Jeff Bellitti from JLL represented the tenant.

Situated on 4.7 acres at 5505 E. Concours St., this facility was constructed in 2001 and features an impressive list of amenities including over 3,000 square feet of office space, fourteen dock high loading doors with levelers, one ground level door with secured truck court access, and BNSF rail service through six doors.

"This prime location at the intersection of major trade routes and near an international airport makes Ontario a crucial logistical hub for Southern California," stated Migliori. "The region is highly sought after by Fortune 500 companies and e-commerce giants due to its efficient access to ports, freeways,and modern distribution buildings."

February 05, 2024 ONLINE

CRE MarketBeat (76-096)

cremarketbeat.com/full-building-lease-se...

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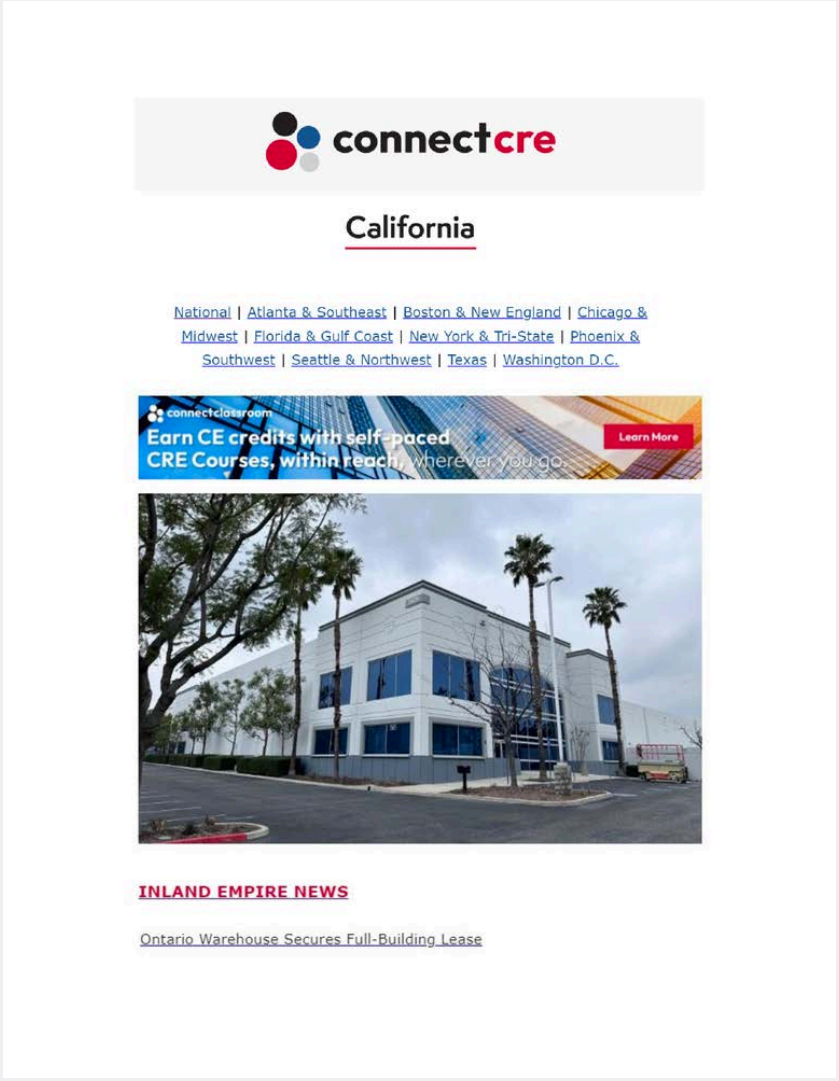

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INLAND EMPIRE NEWS

Ontario Warehouse Secures Full-Building Lease

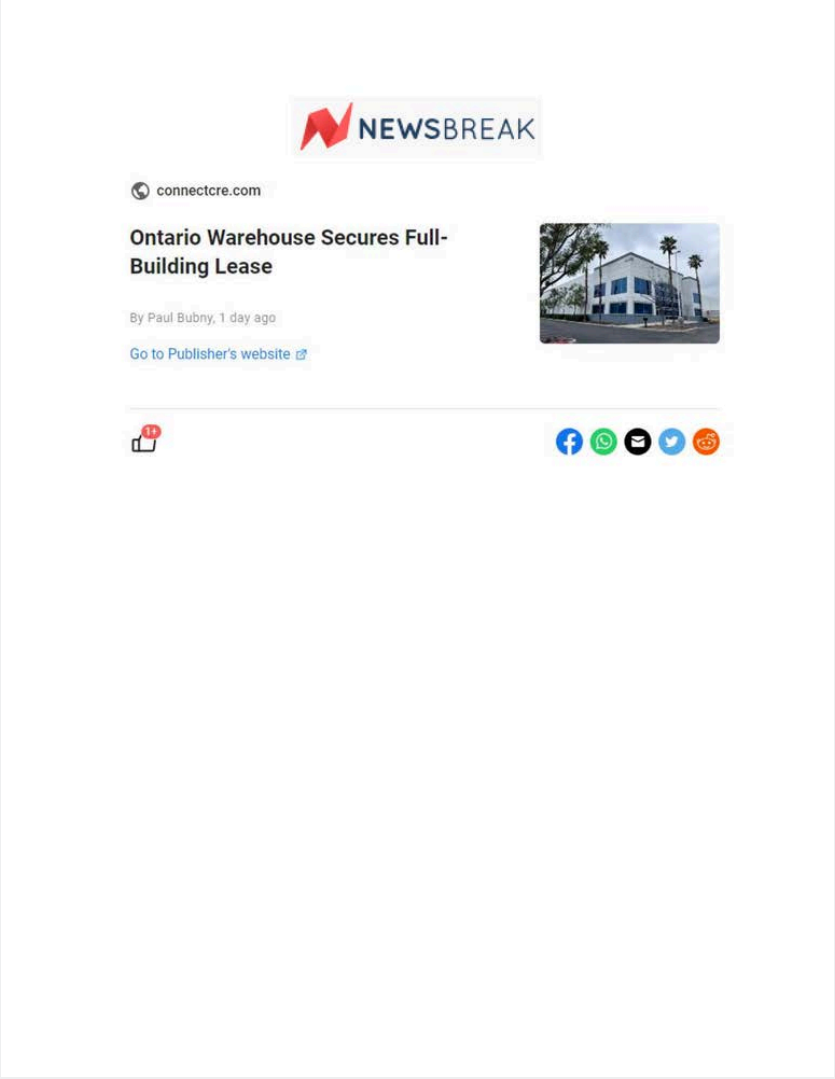
February 06, 2024 ONLINE

Connect CRE Newsletter (76-096)

connectcre.com/stories/ontario-warehous...

NewsBreak

NewsBreak provides latest and breaking Ashburn, VA local news, weather forecast, crime and safety reports, traffic updates, event notices, sports, entertainment, local life...



February 06, 2024 ONLINE

NewsBreak (76-096)

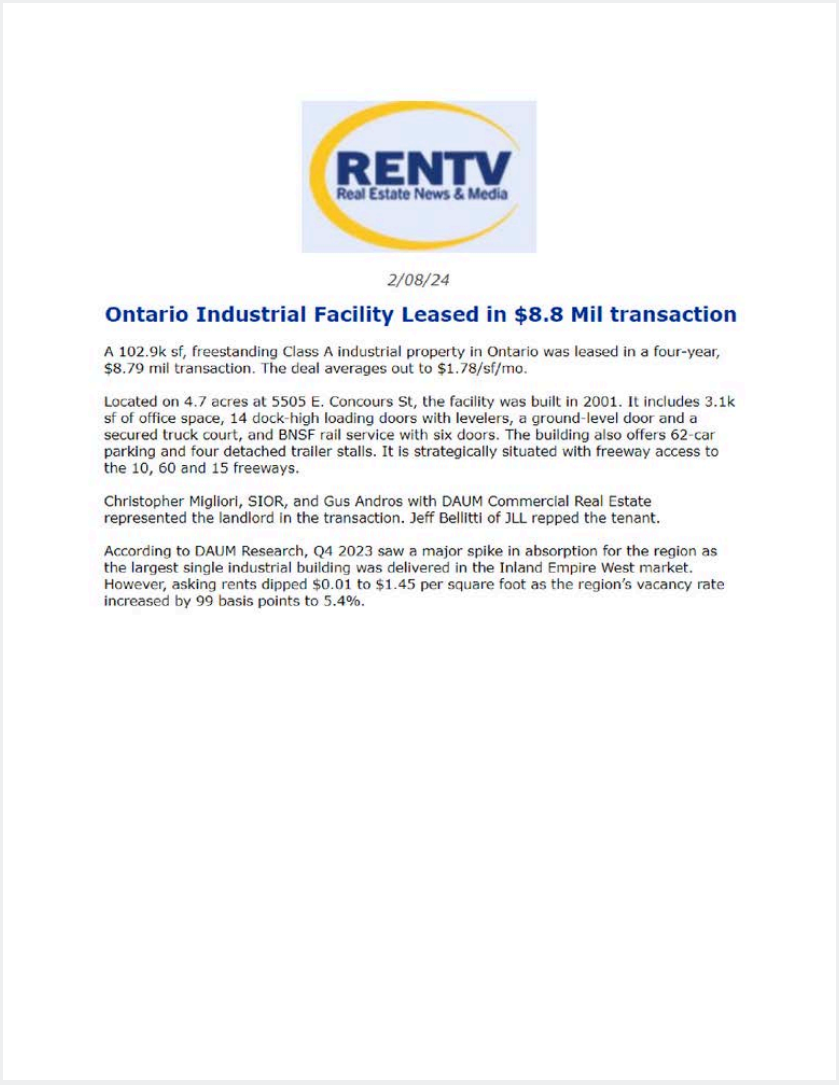
newsbreak.com/ontario-ca/33239975691...

Monthly Visits **2.17M**

Monthly Visits

RENTV

Rentv.com provides commercial real estate news about office, industrial, retail and multifamily properties, sales, leases, developments, property management, financings...



2/08/24

Ontario Industrial Facility Leased in $8.8 Mil transaction

A 102.9k sf, freestanding Class A industrial property in Ontario was leased in a four-year, $8.79 mil transaction. The deal averages out to $1.78/sf/mo.

Located on 4.7 acres at 5505 E. Concours St, the facility was built in 2001. It includes 3.1k sf of office space, 14 dock-high loading doors with levelers, a ground-level door and a secured truck court, and BNSF rail service with six doors. The building also offers 62-car parking and four detached trailer stalls. It is strategically situated with freeway access to the 10, 60 and 15 freeways.

Christopher Migliori, SIOR, and Gus Andros with DAUM Commercial Real Estate represented the landlord in the transaction. Jeff Bellitti of JLL repped the tenant.

According to DAUM Research, Q4 2023 saw a major spike in absorption for the region as the largest single industrial building was delivered in the Inland Empire West market. However, asking rents dipped $0.01 to $1.45 per square foot as the region's vacancy rate increased by 99 basis points to 5.4%.

February 08, 2024 ONLINE

RENTV.com (76-096)

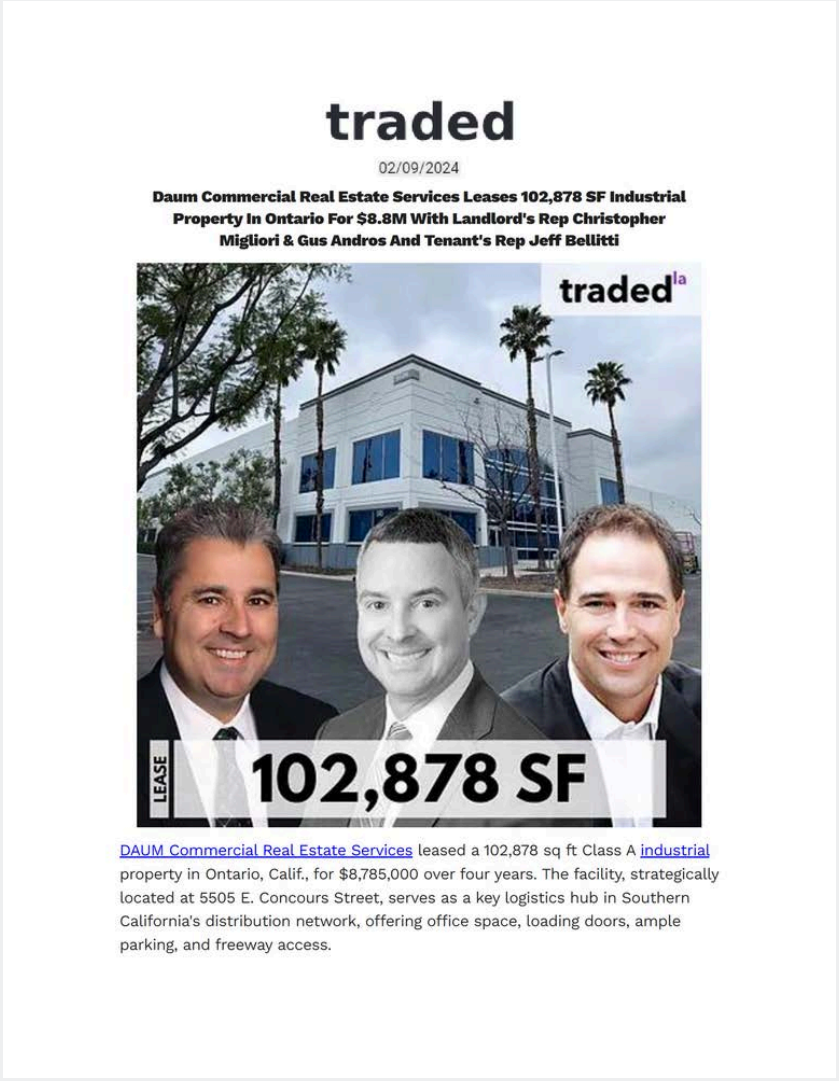
rentv.com/content/southerncalifornia/inla...

Monthly Visits **10.4K**

Monthly Visits

Traded

Explore recent commercial real estate transactions, learn more about the the players involved, and network along the way!



traded

02/09/2024

Daum Commercial Real Estate Services Leases 102,878 SF Industrial Property In Ontario For $8.8M With Landlord's Rep Christopher Migliori & Gus Andros And Tenant's Rep Jeff Bellitti

DAUM Commercial Real Estate Services leased a 102,878 sq ft Class A industrial property in Ontario, Calif., for $8,785,000 over four years. The facility, strategically located at 5505 E. Concours Street, serves as a key logistics hub in Southern California's distribution network, offering office space, loading doors, ample parking, and freeway access.

ONLINE

Traded (76-096)

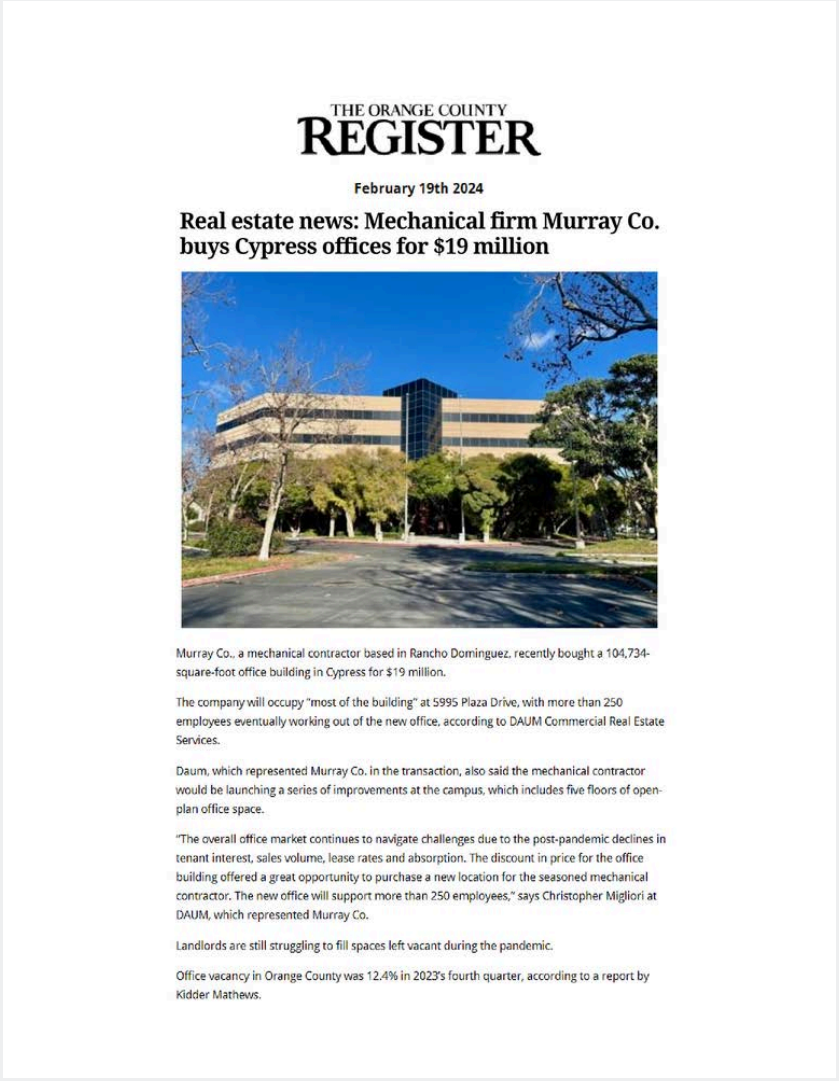
traded.co/deals/california/industrial/lease...

Monthly Visits **20.3K**

Monthly Visits

Orange County Register

OCRegister.com covers local news in Orange County, CA, California and national news, sports, things to do and the best places to eat, business and the Orange County...



THE ORANGE COUNTY REGISTER

February 19th 2024

Real estate news: Mechanical firm Murray Co. buys Cypress offices for $19 million

Murray Co., a mechanical contractor based in Rancho Dominguez, recently bought a 104,734-square-foot office building in Cypress for $19 million.

The company will occupy "most of the building" at 5995 Plaza Drive, with more than 250 employees eventually working out of the new office, according to DAUM Commercial Real Estate Services.

Daum, which represented Murray Co. in the transaction, also said the mechanical contractor would be launching a series of improvements at the campus, which includes five floors of open-plan office space.

"The overall office market continues to navigate challenges due to the post-pandemic declines in tenant interest, sales volume, lease rates and absorption. The discount in price for the office building offered a great opportunity to purchase a new location for the seasoned mechanical contractor. The new office will support more than 250 employees," says Christopher Migliori at DAUM, which represented Murray Co.

Landlords are still struggling to fill spaces left vacant during the pandemic.

Office vacancy in Orange County was 12.4% in 2023's fourth quarter, according to a report by Kidder Mathews.

February 16, 2024 ONLINE

Orange County Register (76-0204)

ocregister.com/2024/02/16/real-estate-ne...

Monthly Visits **574K**

Monthly Visits

The Registry

February 15, 2024 ONLINE

The Registry SoCal Real Estate News (76-0204)

theregistrysocal.com/murray-co-pays-19m...

THEREGISTRY
SOUTHERN CALIFORNIA REAL ESTATE

February 15, 2024

Murray Co. Pays $19MM for 105,000 SQFT Office Building in Cypress

While Orange County's office market continues to face challenges, recent investments are showing signs of life in the region. In one recent transaction, mechanical contractor Murray Co. acquired a Class A office property in Orange County for $19 million, or about $181 per square foot, the Los Angeles Business Journal reported. The 105,000 square foot property was sold by Healthcare Realty Trust Inc.

Daum Commercial Real Estate Services, represented by brokers Danielle Knudson and Christopher Migliori, facilitated the transaction for Murray Co. On the other side, CBRE's Tom Sheets and Quint Carroll represented the seller, Healthcare Realty Trust Inc.

The property, located at 5995 Plaza Drive in Cypress is intended to serve as Murray Co.'s new corporate office to support over 250 employees, per the report. The property features a five-floor building and an additional 460 surface parking spaces.

Headquartered in Rancho Dominguez with offices in Thousand Oaks, San Diego and Northern California, Murray Co. was founded in 1913. The firm is the Southwest region's leading full-service mechanical contractor, according to its website.

San Antonio Business Journal

L.A.
BUSINESS FIRST

Feb 14, 2024

Mechanical contractor Murray Co. buys Orange County office for $19 million

A Class A office property in Orange County, California, has sold for $19 million.

Mechanical contractor Murray Co. bought the 105,000-square-foot property at 5995 Plaza Dr. in Cypress as its new corporate office, which will support more than 250 employees. In addition to the five-floor building, the property includes 460 surface parking spaces.

Based in Rancho Dominguez, Murray Co. has offices in Thousand Oaks, San Diego and Northern California.

As owner/occupier, Murray Co. purchased the property at an estimated 30% to 35% of replacement value. The company is planning improvements to turn the property into a "highly coveted," top-tier office building in the region, according to Daum Commercial Real Estate Services.

Daum brokers Danielle Knudson and Christopher Migliori represented Murray Co., while CBRE's Tom Sheets and Quint Carroll represented the seller, which was Healthcare Realty Trust Inc., according to Reonomy data.

February 14, 2024 ONLINE

L.A. Business First (76-0204)

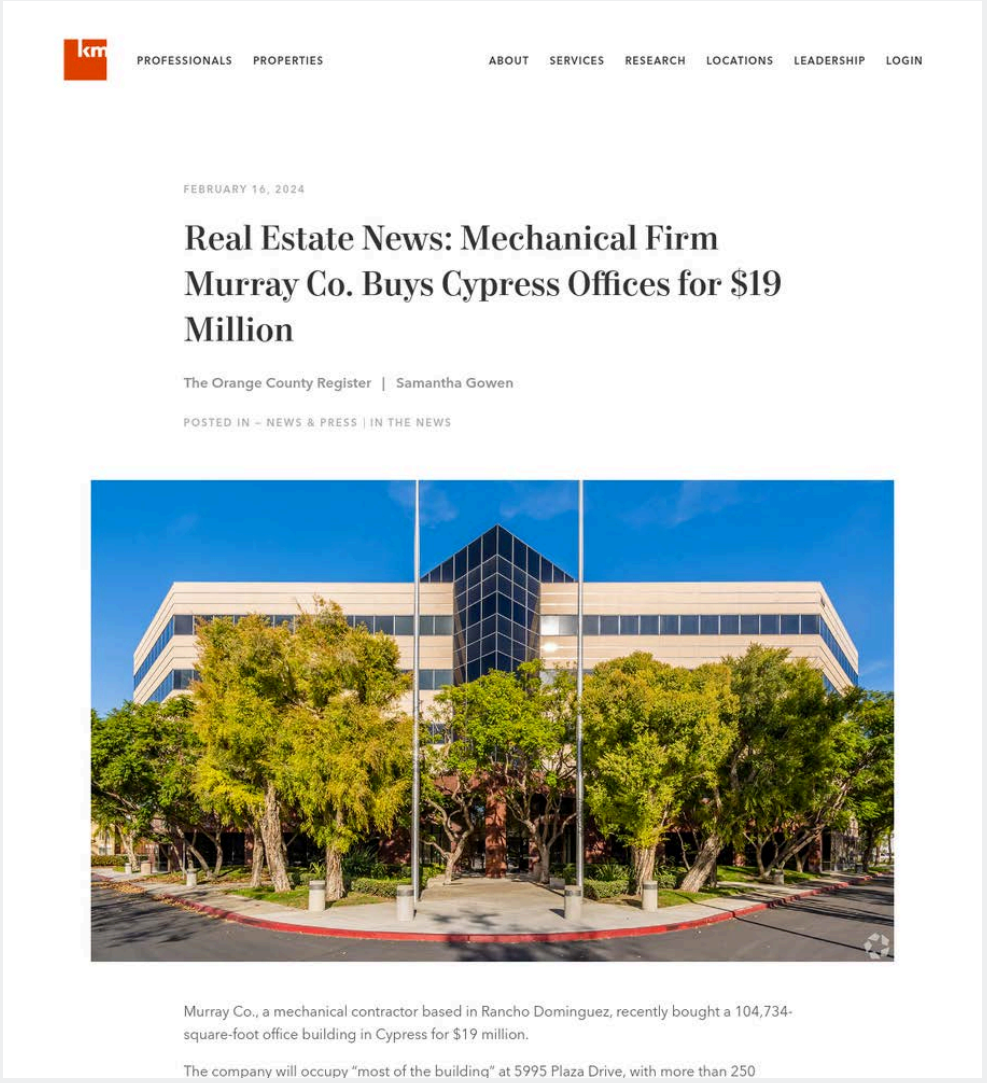
bizjournals.com/losangeles/news/2024/0...

Monthly Visits **2.59M**

Monthly Visits

Kidder Mathews

Kidder Mathews is the largest independent commercial real estate firm on the West Coast. We offer a complete range of brokerage, appraisal, property management,...



PROFESSIONALS PROPERTIES ABOUT SERVICES RESEARCH LOCATIONS LEADERSHIP LOGIN

FEBRUARY 16, 2024

Real Estate News: Mechanical Firm Murray Co. Buys Cypress Offices for $19 Million

The Orange County Register | Samantha Gowen

POSTED IN – NEWS & PRESS | IN THE NEWS

Murray Co., a mechanical contractor based in Rancho Dominguez, recently bought a 104,734-square-foot office building in Cypress for $19 million.

The company will occupy "most of the building" at 5995 Plaza Drive, with more than 250

February 17, 2024 ONLINE

Kidder Mathews (76-0204)

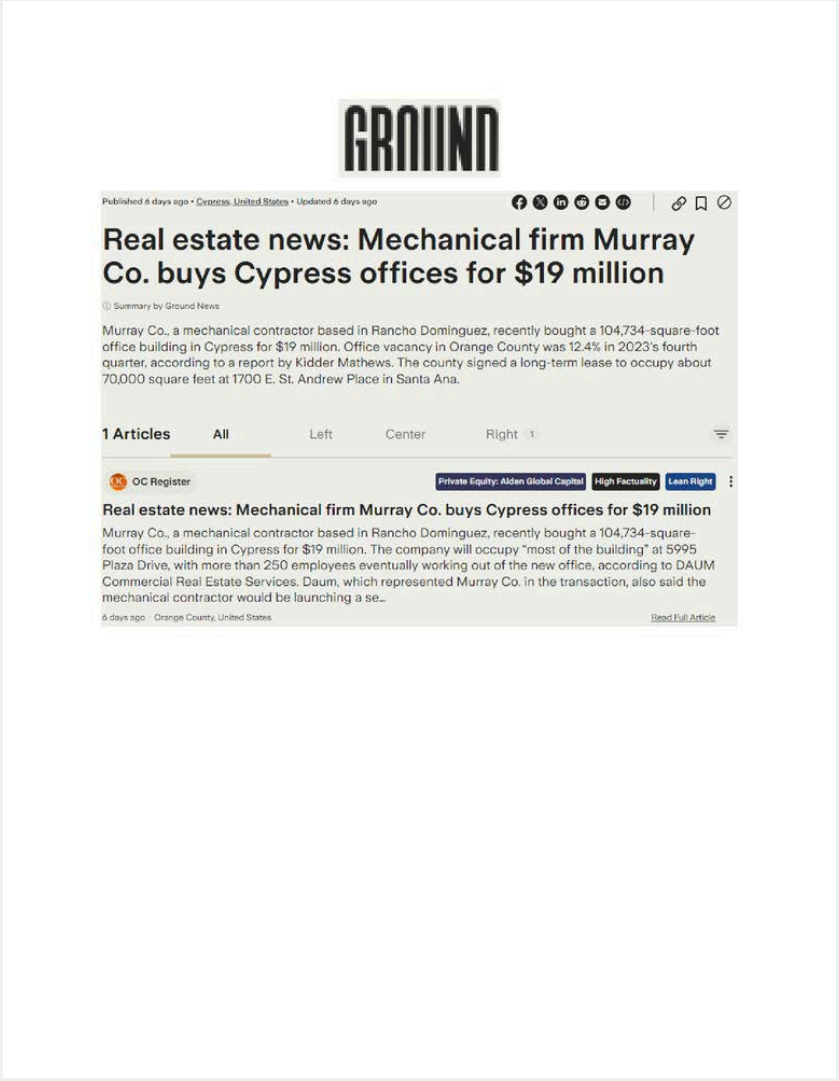
kidder.com/news/2024/02/real-estate-ne...

Monthly Visits **36.9K**

Monthly Visits

Ground News

The biggest source for breaking news around the world. Compare headlines across the political spectrum using media bias ratings driven by data. Spot misinformation. Be wel...



February 16, 2024 ONLINE

Ground News (76-0204)

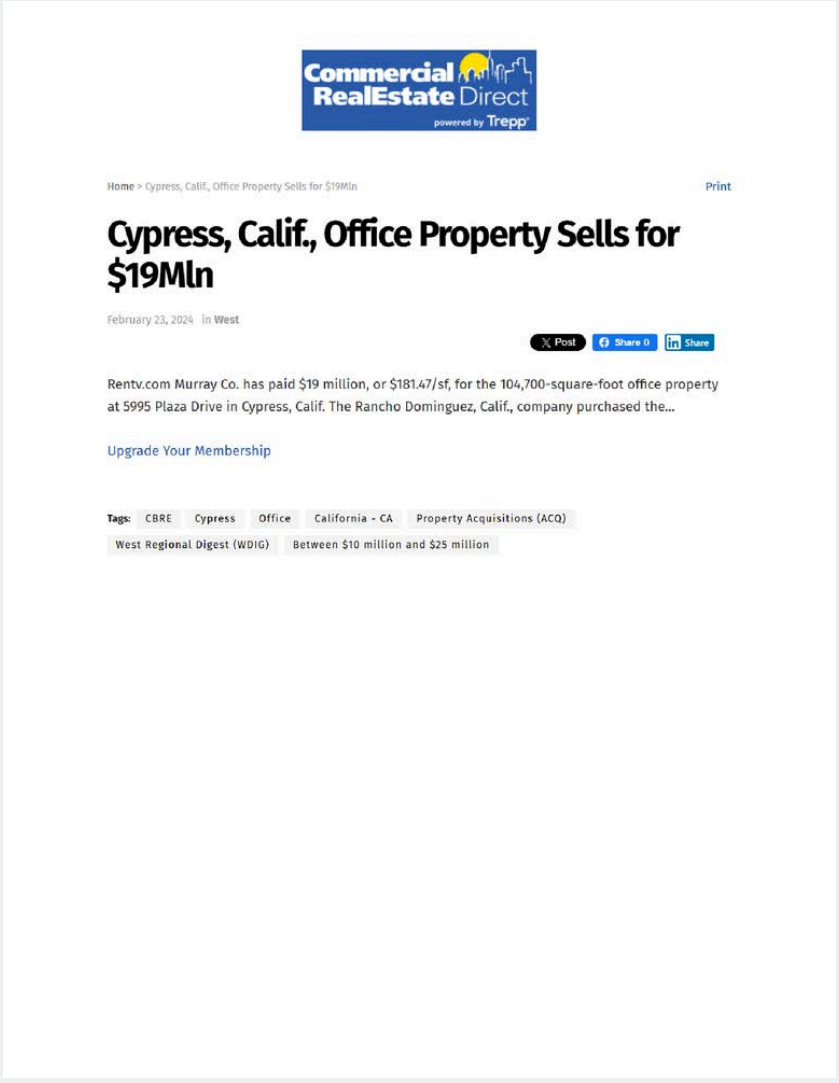
ground.news/article/real-estate-news-me...

Monthly Visits **317K**

Monthly Visits

Commercial RealEstate Direct

Commercial Real Estate Direct provides the most up-to-date market intelligence on the mortgage business, equity raising, investment sales, and CMBS.



Commercial RealEstate Direct powered by Trepp

Home > Cypress, Calif., Office Property Sells for $19Mln Print

Cypress, Calif., Office Property Sells for $19Mln

February 23, 2024 in West

Post Share 0 Share

Rentv.com Murray Co. has paid $19 million, or $181.47/sf, for the 104,700-square-foot office property at 5995 Plaza Drive in Cypress, Calif. The Rancho Dominguez, Calif., company purchased the...

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Tags: CBRE Cypress Office California - CA Property Acquisitions (ACQ) West Regional Digest (WDIG) Between $10 million and $25 million

February 23, 2024 ONLINE

Commercial Real Estate Direct (76-0204)

crenews.com/2024/02/23/cypress-calif-o...

Monthly Visits **46.4K**

Monthly Visits

RENTV

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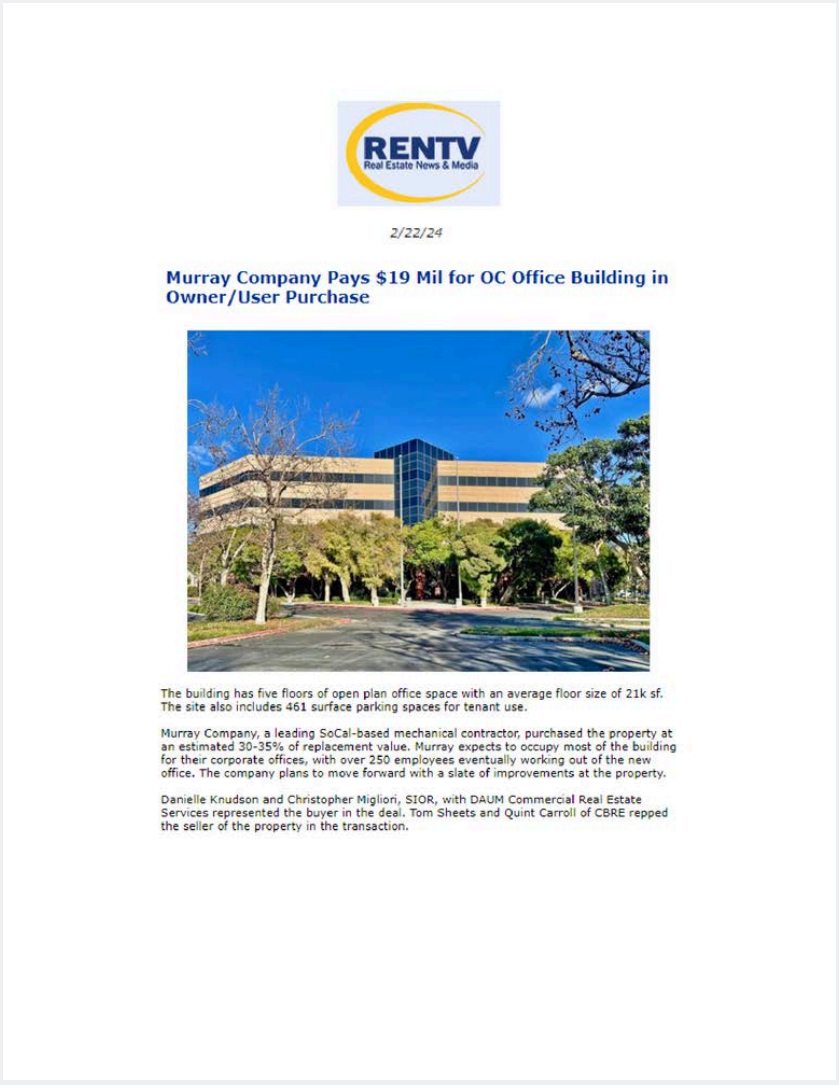

2/22/24

Murray Company Pays $19 Mil for OC Office Building in Owner/User Purchase

The building has five floors of open plan office space with an average floor size of 21k sf. The site also includes 461 surface parking spaces for tenant use.

Murray Company, a leading SoCal-based mechanical contractor, purchased the property at an estimated 30-35% of replacement value. Murray expects to occupy most of the building for their corporate offices, with over 250 employees eventually working out of the new office. The company plans to move forward with a slate of improvements at the property.

Danielle Knudson and Christopher Migliori, SIOR, with DAUM Commercial Real Estate Services represented the buyer in the deal. Tom Sheets and Quint Carroll of CBRE repped the seller of the property in the transaction.

ONLINE

RENTV.com (76-0204)

rentv.com/content/homepage/mainnews/...

Monthly Visits **10.4K**

Monthly Visits

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February 26, 2024

Mechanical Contractor Acquires Offices at Deep Discount

DAUM Commercial Real Estate Services completed the sale of a 104,734 square-foot Class A office property in Cypress to Murray Company, a leading mechanical contractor. Located at 5995 Plaza Dr., the building traded for $19 million.

EVPs Danielle Knudson and Christopher Migliori at DAUM represented the buyer. CBRE's Tom Sheets and Quint Carroll represented the seller.

As owner/occupier, Murray Company purchased the property at an estimated 30-35% of replacement value. Murray expects to occupy most of the building for its corporate offices, with more than 250 employees eventually working out of the new office. A slate of improvements is planned.

February 26, 2024 ONLINE

Connect CRE (76-0204)

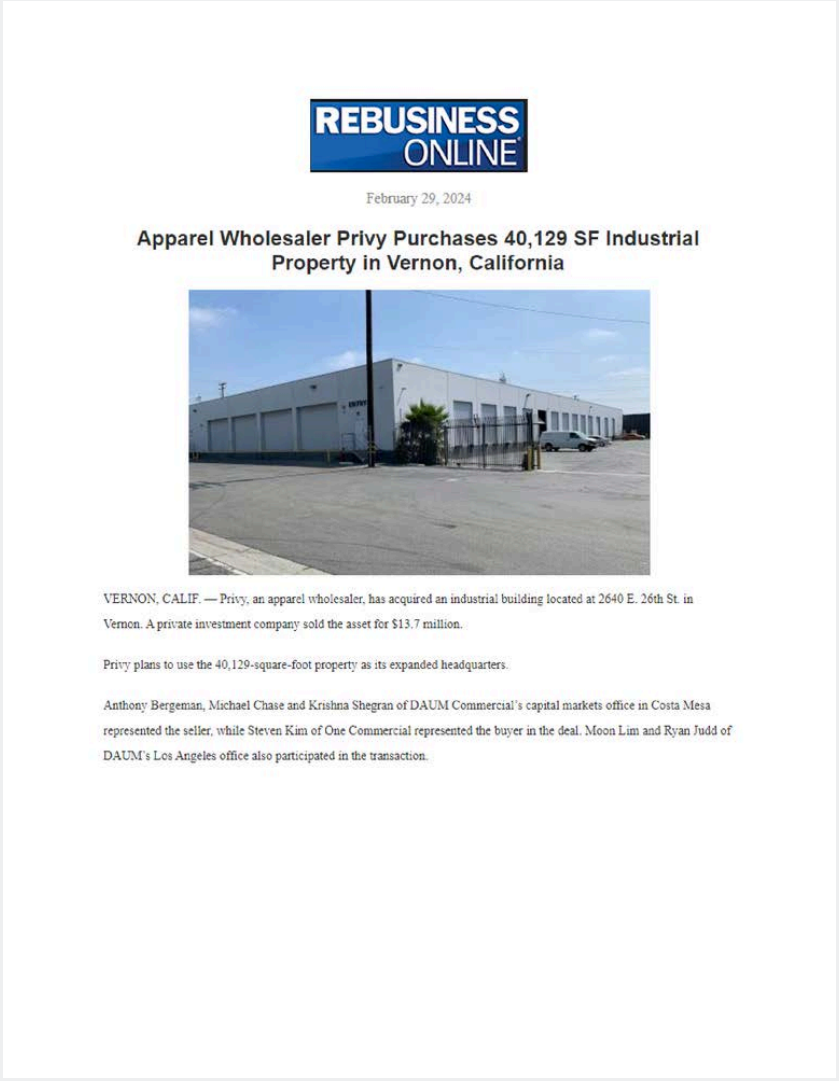
connectcre.com/stories/mechanical-contr...

Monthly Visits **49.9K**

Monthly Visits

REBusiness Online

REBusinessOnline delivers commercial real estate news to you daily. Covering industrial, multifamily, office, retail real estate and more.



REBUSINESS ONLINE

February 29, 2024

Apparel Wholesaler Privy Purchases 40,129 SF Industrial Property in Vernon, California

VERNON, CALIF. — Privy, an apparel wholesaler, has acquired an industrial building located at 2640 E. 26th St. in Vernon. A private investment company sold the asset for $13.7 million.

Privy plans to use the 40,129-square-foot property as its expanded headquarters.

Anthony Bergeman, Michael Chase and Krishna Shegran of DAUM Commercial's capital markets office in Costa Mesa represented the seller, while Steven Kim of One Commercial represented the buyer in the deal. Moon Lim and Ryan Judd of DAUM's Los Angeles office also participated in the transaction.

February 29, 2024 ONLINE

REBusiness Online (76-097)

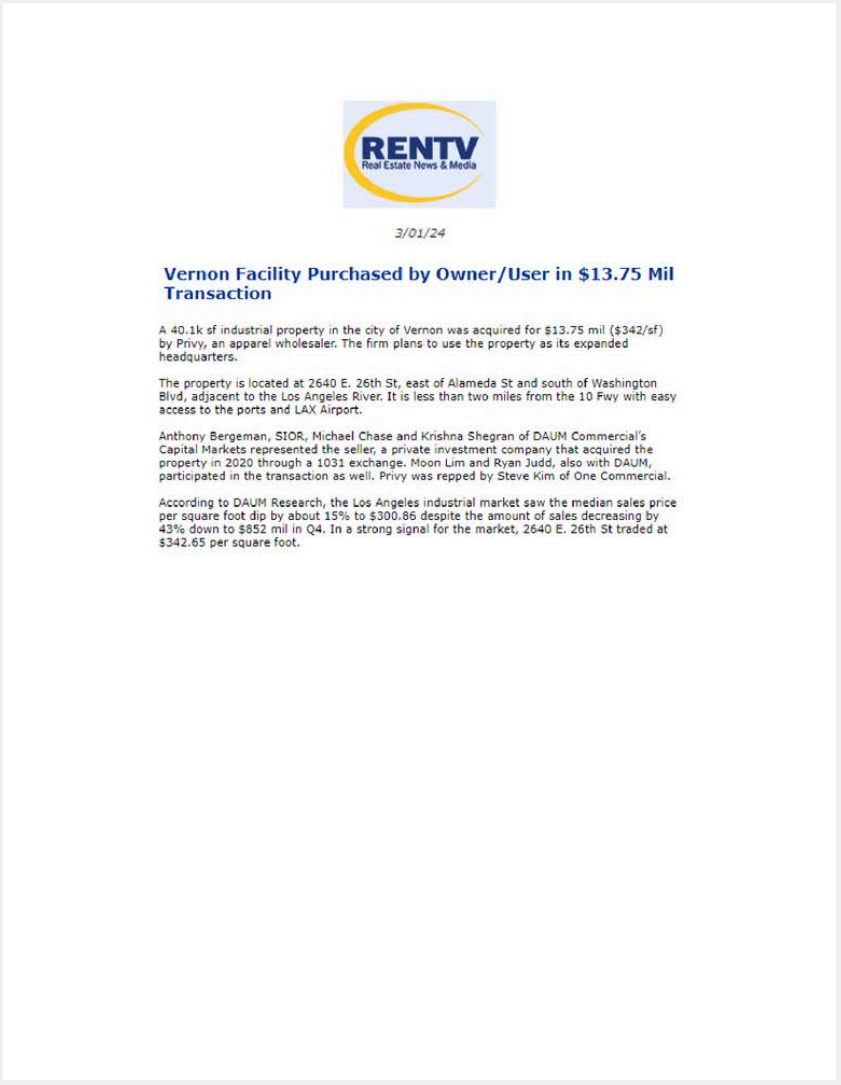
rebusinessonline.com/apparel-wholesaler...

Monthly Visits **93.7K**

Monthly Visits

RENTV

Rentv.com provides commercial real estate news about office, industrial, retail and multifamily properties, sales, leases, developments, property management, financings...



3/01/24

Vernon Facility Purchased by Owner/User in $13.75 Mil Transaction

A 40.1k sf industrial property in the city of Vernon was acquired for $13.75 mil ($342/sf) by Privy, an apparel wholesaler. The firm plans to use the property as its expanded headquarters.

The property is located at 2640 E. 26th St, east of Alameda St and south of Washington Blvd, adjacent to the Los Angeles River. It is less than two miles from the 10 Fwy with easy access to the ports and LAX Airport.

Anthony Bergeman, SIOR, Michael Chase and Krishna Shegran of DAUM Commercial's Capital Markets represented the seller, a private investment company that acquired the property in 2020 through a 1031 exchange. Moon Lim and Ryan Judd, also with DAUM, participated in the transaction as well. Privy was repped by Steve Kim of One Commercial.

According to DAUM Research, the Los Angeles industrial market saw the median sales price per square foot dip by about 15% to $300.86 despite the amount of sales decreasing by 43% down to $852 mil in Q4. In a strong signal for the market, 2640 E. 26th St traded at $342.65 per square foot.

ONLINE

RENTV (76-097)

rentv.com/content/southerncalifornia/losa...

Monthly Visits **10.4K**

Monthly Visits

Connect CRE

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March 1, 2024

Apparel Wholesaler Acquires Vernon Warehouse as Expanded HQ

DAUM Commercial Real Estate Services completed the sale of a 40,129-square-foot industrial property to Privy, which will be used as the apparel wholesaler's expanded headquarters. Located at 2640 E. 26th St. in Vernon, the building sold for $13,750,000.

Anthony Bergeman, SIOR, Michael Chase and Krishna Shegran of DAUM Commercial's Capital Markets office in Costa Mesa represented the seller, a private investment company. Moon Lim and Ryan Judd of DAUM'S Los Angeles office also participated in the transaction. Privy was represented by Steve Kim of One Commercial.

"Despite a drop in sales volume late last year, this deal came together in a very resilient industrial market just south of Downtown Los Angeles," Bergeman said. "The property is strategically located less than two miles from the 10 freeway with easy access to the ports and LAX Airport."

March 01, 2024 ONLINE

Connect CRE (76-097)

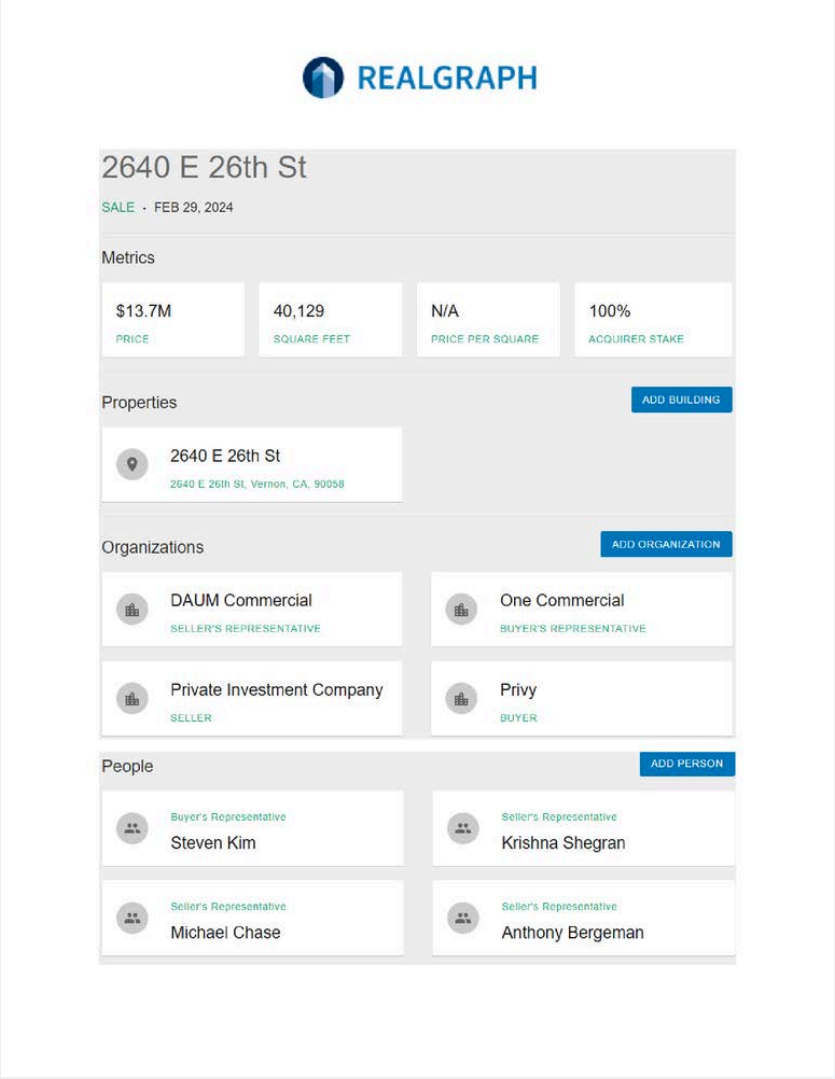
connectcre.com/stories/apparel-wholesal...

Monthly Visits **49.9K**

Monthly Visits

Realgraph

Stay up to date with commercial real estate transactions, learn about professionals, companies and building properties.



February 29, 2024 ONLINE

Realgraph (76-097)

realgraph.co/activity/2640-e-26th-st-sale-...

March 01, 2024 ONLINE

CRE MarketBeat (76-097)

cremarketbeat.com/apparel-wholesaler-e...

CRE MARKETBEAT

March 1, 2024

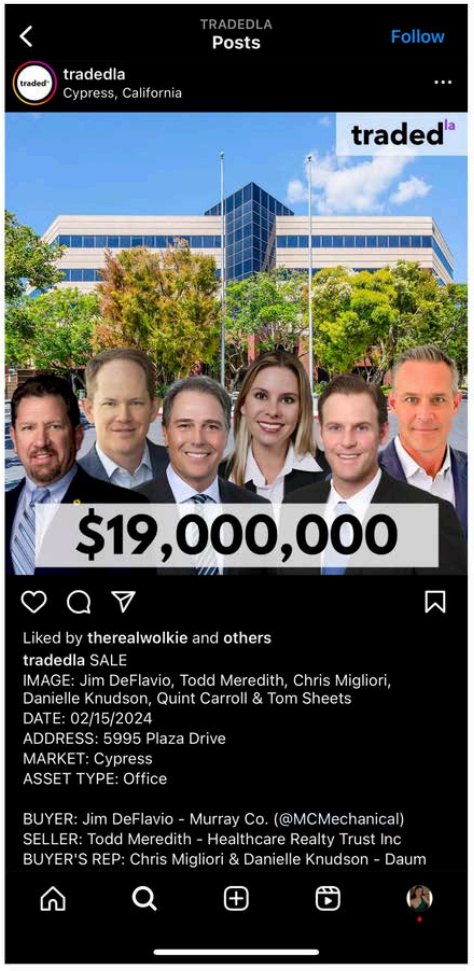
Apparel Wholesaler Expands Headquarters with Acquisition of Vernon Warehouse

DAUM Commercial Real Estate Services recently finalized the sale of a 40,129-square-foot industrial property in Vernon. The buyer, Privy, plans to utilize the space as their expanded headquarters for apparel wholesale operations. The building is located at 2640 E. 26th St., and was sold for $13,750,000.

Representing the seller was a team from DAUM Commercial's Capital Markets office in Costa Mesa including Anthony Bergeman (SIOR), Michael Chase and Krishna Shegran. Moon Lim and Ryan Judd from DAUM's Los Angeles office also played a role in facilitating the transaction. On behalf of Privy was Steve Kim of One Commercial.

Despite challenges faced by many industries last year due to COVID-19 impacts on sales volume, this deal successfully closed within an active industrial market just south of Downtown Los Angeles thanks to its strategic location near major transportation hubs such as LAX Airport and easy access to major freeways like I-10.

Traded Los Angeles



INSTAGRAM

Traded Los Angeles (76-097)

instagram.com/tradedla/

Real Estate - Irvin Nierras - HomeSmart Evergreen Realty

Browse new real estate properties and homes for sale on Irvin Nierras's website! View the latest available house listings!

March 02, 2024 ONLINE

IN Los Angeles (76-097)

increaltors.com/blog/Apparel-Wholesaler-...

March 01, 2024

Apparel Wholesaler Acquires Vernon Warehouse as Expanded HQ

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Anthony Bergeman, SIOR, Michael Chase and Krishna Shegran of DAUM Commercial's Capital Markets office in Costa Mesa represented the seller, a private investment company. Moon Lim and Ryan Judd of DAUM'S Los Angeles office also participated in the transaction. Privy was represented by Steve Kim of One Commercial.

"Despite a drop in sales volume late last year, this deal came together in a very resilient industrial market just south of Downtown Los Angeles," Bergeman said. "The property is strategically located less than two miles from the 10 freeway with easy access to the ports and LAX Airport."

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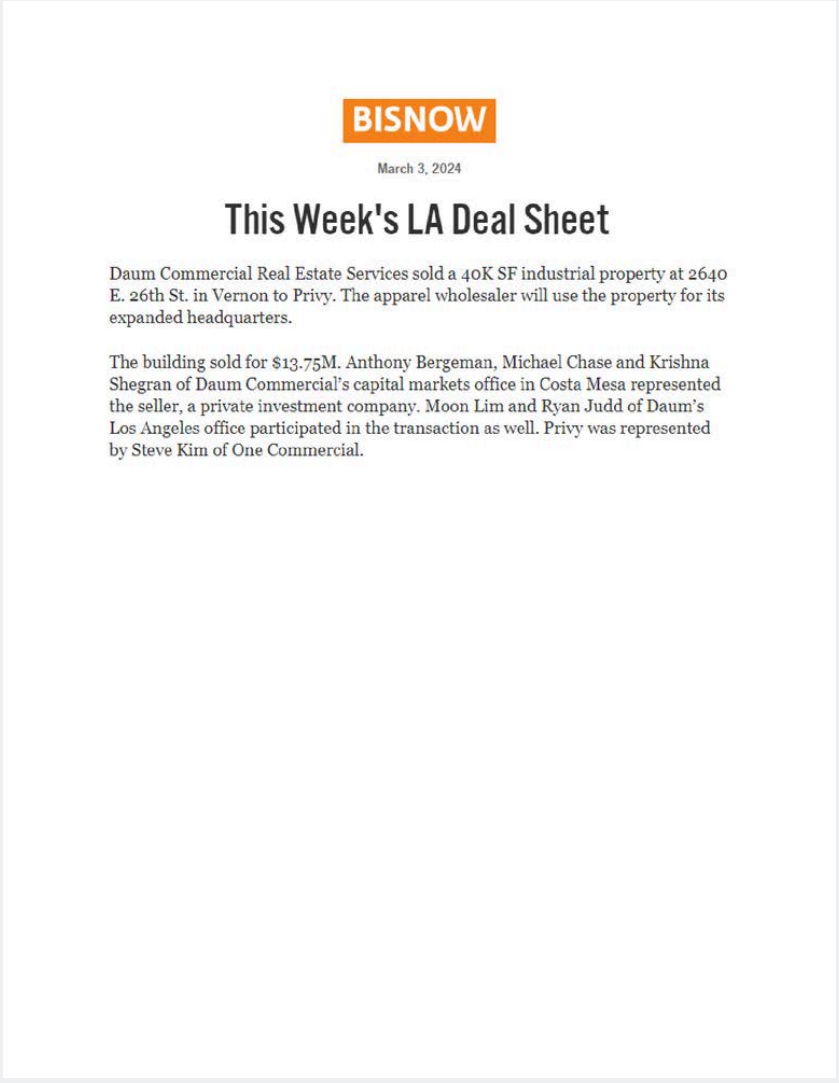


BISNOW

March 3, 2024

This Week's LA Deal Sheet

Daum Commercial Real Estate Services sold a 40K SF industrial property at 2640 E. 26th St. in Vernon to Privy. The apparel wholesaler will use the property for its expanded headquarters.

The building sold for $13.75M. Anthony Bergeman, Michael Chase and Krishna Shegran of Daum Commercial's capital markets office in Costa Mesa represented the seller, a private investment company. Moon Lim and Ryan Judd of Daum's Los Angeles office participated in the transaction as well. Privy was represented by Steve Kim of One Commercial.

March 03, 2024 ONLINE

Bisnow (76-097)

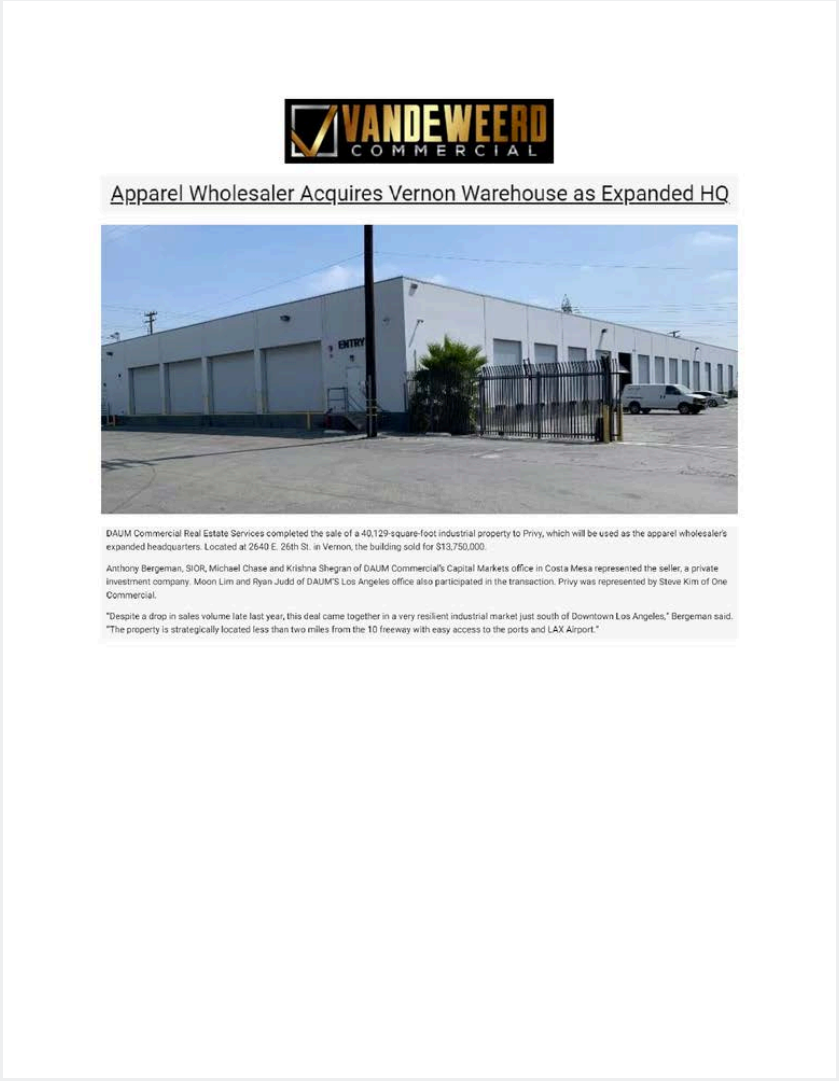
bisnow.com/los-angeles/news/deal-sheet...

Monthly Visits **154K**

Monthly Visits

VANDEWEERD COMMERCIAL

Premier Scottsdale, Arizona based commercial real estate firm. Offering commercial brokerage services in asset acquisition, sales and leasing.



VANDEWEERD COMMERCIAL

Apparel Wholesaler Acquires Vernon Warehouse as Expanded HQ

DAUM Commercial Real Estate Services completed the sale of a 40,129-square-foot industrial property to Privy, which will be used as the apparel wholesaler's expanded headquarters. Located at 2640 E. 26th St. in Vernon, the building sold for $13,750,000.

Anthony Bergeman, SIOR, Michael Chase and Krishna Shegran of DAUM Commercial's Capital Markets office in Costa Mesa represented the seller, a private investment company. Moon Lim and Ryan Judd of DAUM'S Los Angeles office also participated in the transaction. Privy was represented by Steve Kim of One Commercial.

"Despite a drop in sales volume late last year, this deal came together in a very resilient industrial market just south of Downtown Los Angeles," Bergeman said. "The property is strategically located less than two miles from the 10 freeway with easy access to the ports and LAX Airport."

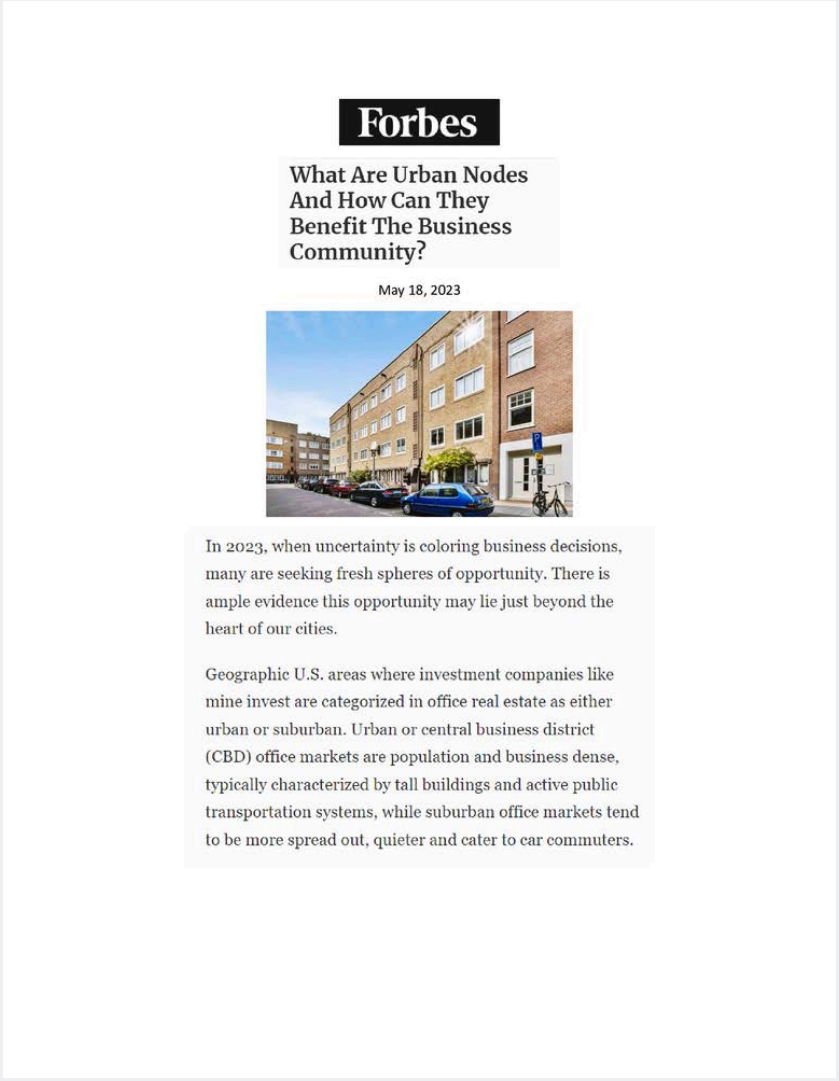
March 01, 2024 ONLINE

Vandeweerd Commercial (76-097)

vandeweerdre.com/apparel-wholesaler-a...

Forbes

Forbes is a global media company, focusing on business, investing, technology, entrepreneurship, leadership, and lifestyle.



Forbes

What Are Urban Nodes And How Can They Benefit The Business Community?

May 18, 2023

In 2023, when uncertainty is coloring business decisions, many are seeking fresh spheres of opportunity. There is ample evidence this opportunity may lie just beyond the heart of our cities.

Geographic U.S. areas where investment companies like mine invest are categorized in office real estate as either urban or suburban. Urban or central business district (CBD) office markets are population and business dense, typically characterized by tall buildings and active public transportation systems, while suburban office markets tend to be more spread out, quieter and cater to car commuters.

May 18, 2023 ONLINE

Forbes (56-02340)

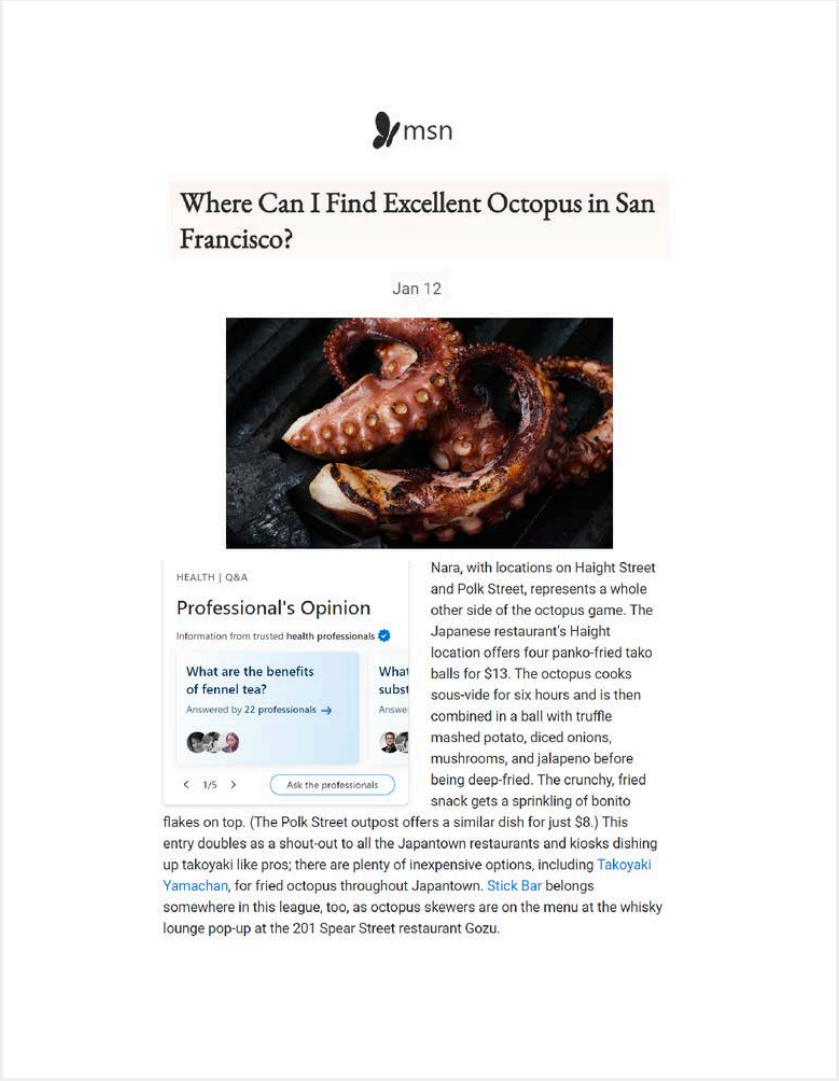
forbes.com/sites/forbesbusinesscouncil/2...

Monthly Visits **11.8M**

Monthly Visits

MSN

Your customizable and curated collection of the best in trusted news plus coverage of sports, entertainment, money, weather, travel, health and lifestyle, combined with...



msn

Where Can I Find Excellent Octopus in San Francisco?

Jan 12

Nara, with locations on Haight Street and Polk Street, represents a whole other side of the octopus game. The Japanese restaurant's Haight location offers four panko-fried tako balls for $13. The octopus cooks sous-vide for six hours and is then combined in a ball with truffle mashed potato, diced onions, mushrooms, and jalapeno before being deep-fried. The crunchy, fried snack gets a sprinkling of bonito flakes on top. (The Polk Street outpost offers a similar dish for just $8.) This entry doubles as a shout-out to all the Japantown restaurants and kiosks dishing up takoyaki like pros; there are plenty of inexpensive options, including Takoyaki Yamachan, for fried octopus throughout Japantown. Stick Bar belongs somewhere in this league, too, as octopus skewers are on the menu at the whisky lounge pop-up at the 201 Spear Street restaurant Gozu.

January 12, 2023 ONLINE

MSN (56-000)

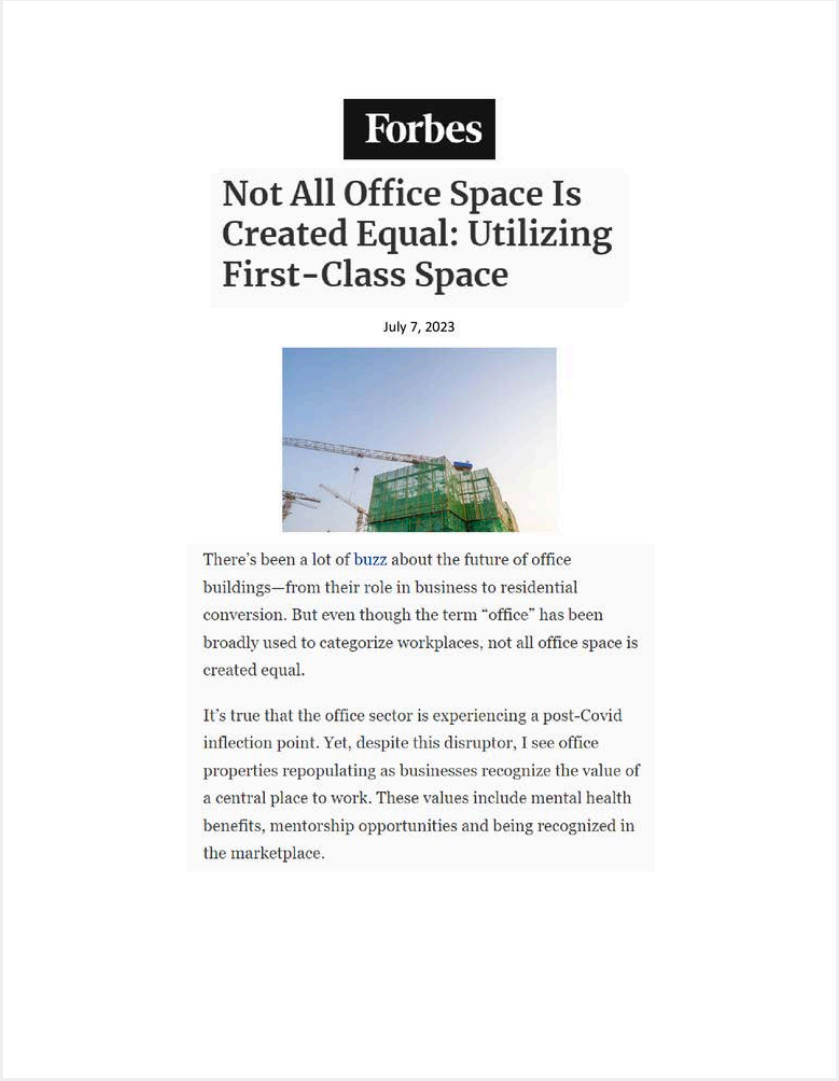
msn.com/en-us/foodanddrink/foodnews/...

Monthly Visits **394K**

Monthly Visits

Forbes

Forbes is a global media company, focusing on business, investing, technology, entrepreneurship, leadership, and lifestyle.



Forbes

Not All Office Space Is Created Equal: Utilizing First-Class Space

July 7, 2023

There's been a lot of buzz about the future of office buildings—from their role in business to residential conversion. But even though the term "office" has been broadly used to categorize workplaces, not all office space is created equal.

It's true that the office sector is experiencing a post-Covid inflection point. Yet, despite this disruptor, I see office properties repopulating as businesses recognize the value of a central place to work. These values include mental health benefits, mentorship opportunities and being recognized in the marketplace.

July 06, 2023 ONLINE

Forbes (56-02321)

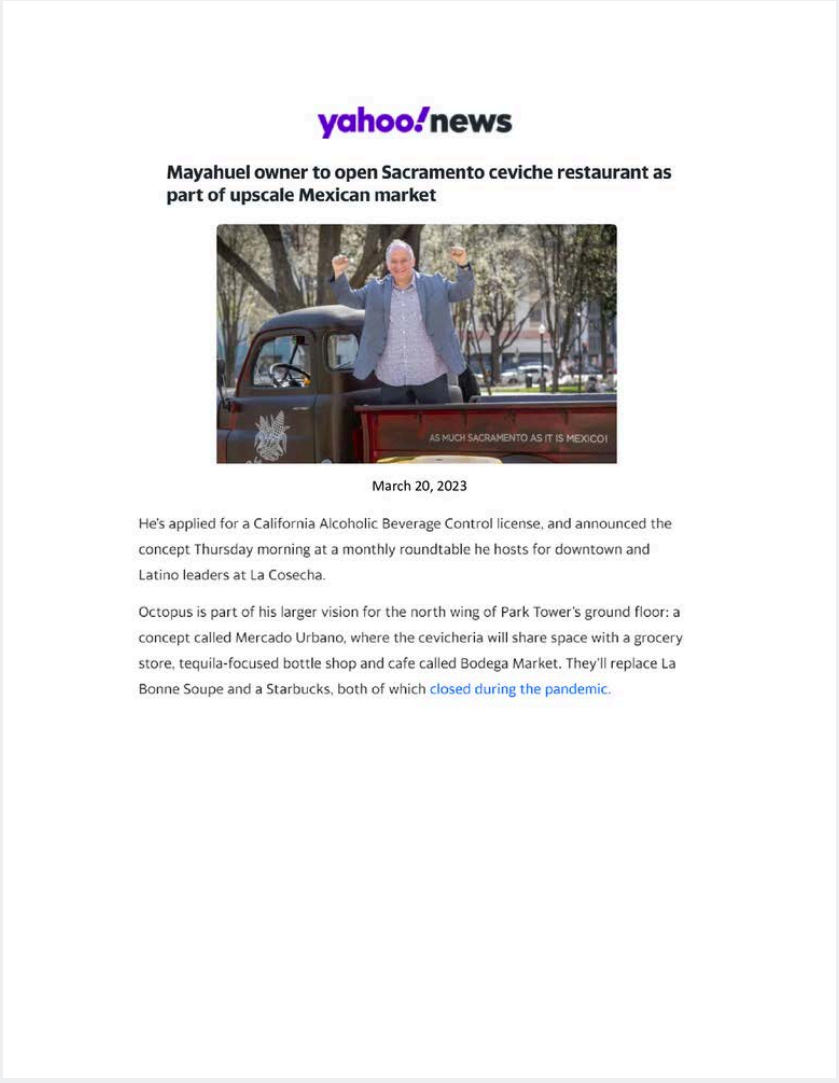
forbes.com/sites/forbesbusinesscouncil/2...

Monthly Visits **11.8M**

Monthly Visits

Yahoo! News

The latest news and headlines from Yahoo! News. Get breaking news stories and in-depth coverage with videos and photos.



yahoo!news

Mayahuel owner to open Sacramento ceviche restaurant as part of upscale Mexican market

March 20, 2023

He's applied for a California Alcoholic Beverage Control license, and announced the concept Thursday morning at a monthly roundtable he hosts for downtown and Latino leaders at La Cosecha.

Octopus is part of his larger vision for the north wing of Park Tower's ground floor: a concept called Mercado Urbano, where the cevicheria will share space with a grocery store, tequila-focused bottle shop and cafe called Bodega Market. They'll replace La Bonne Soupe and a Starbucks, both of which closed during the pandemic.

March 20, 2023 ONLINE

Yahoo! News (56-000)

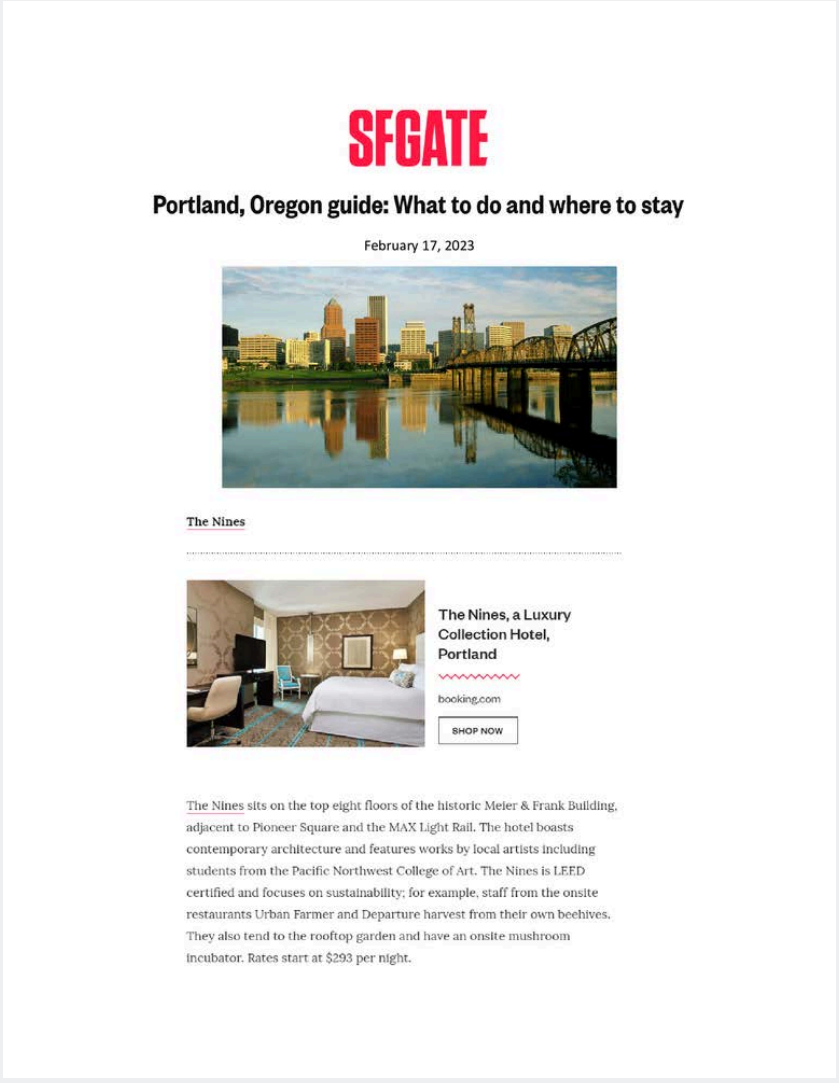
news.yahoo.com/mayahuel-owner-open-s...

Monthly Visits **12.4M**

Monthly Visits

SF GATE

Your San Francisco Bay Area local news source plus the latest in sports, culture, weather, food and drink, politics, real estate, Lake Tahoe and California Parks.



SFGATE

Portland, Oregon guide: What to do and where to stay

February 17, 2023

The Nines

The Nines, a Luxury Collection Hotel, Portland

booking.com

SHOP NOW

The Nines sits on the top eight floors of the historic Meier & Frank Building, adjacent to Pioneer Square and the MAX Light Rail. The hotel boasts contemporary architecture and features works by local artists including students from the Pacific Northwest College of Art. The Nines is LEED certified and focuses on sustainability; for example, staff from the onsite restaurants Urban Farmer and Departure harvest from their own beehives. They also tend to the rooftop garden and have an onsite mushroom incubator. Rates start at $293 per night.

February 17, 2023 ONLINE

SF Gate (56-000)

sfgate.com/shopping/article/things-to-do-...

Monthly Visits **2.84M**

Monthly Visits

The Mercury News

The Mercury News is the leading source of breaking news, local news, sports, business, entertainment, lifestyle and opinion for Silicon Valley, San Francisco Bay Area and...

The Mercury News
Date: Tuesday, June 20, 2023
Location: SAN JOSE, CA
Circulation (DMA): 325,500 (6)
Type (Frequency): Newspaper (D)
Page: A1,A5
Section: Main
Keyword: Ten Almaden

SAN JOSE

City core adds jobs but loses residents

Number of downtown office vacancies also nears an all-time high

By George Avalos
gavalos@bayareanewsgroup.com

SAN JOSE » Downtown San Jose's job market is holding steady after slowing during the coronavirus pandemic. But the number of people living in the city's urban core has dwindled and the area's office vacancy rate is approaching its highest level on record.

Those are some of the findings of a new report from the city's Economic Development and Cultural Affairs Office examining the significant challenges that continue to beset downtown San Jose.

"People define places," San Jose Mayor Matt Mahan said. "If downtown San Jose is going to become the vibrant core we all know it can be, it needs to be safe and clean enough for neighbors to want to live there."

In mid-2019, before the coronavirus outbreak, downtown San Jose boasted 43,000 jobs, according to a previously released report from the city's Economic Development Office. San Jose's downtown has just 33,700 jobs as of mid-2023, the new report states, a plunge of 21.6%.

Parts of the report suggest the city's urban core is gradually overcoming its coronavirus-spawned maladies.

The current downtown San Jose job tally is higher than last year and two years ago, according to the report, which was prepared for a meeting of the council's community and economic development committee. Last year, downtown San Jose had about 32,000 jobs, so it's climbed up about 5.3%, comparisons of current and prior city reports show.

But downtown San Jose is also

ECONOMY » PAGE 5

experiencing a net exodus of residents, the report noted.

In 2019, the year before the pandemic began and the final 12-month stretch before the start of virus-linked business shutdowns, an estimated 22,000 people were living in downtown San Jose, city staffers reported.

The number of residents in the area rose to 24,000 in 2021, declined to 23,000 in 2022 and slipped further to slightly fewer than 21,400 as of mid-2023, prior city reports have stated.

The lack of grocery stores, home goods retailers and other kinds of stores means downtown San Jose can't offer everything residents need if they want to shop in the urban core. To buy certain goods and services, downtown San Jose residents are obliged to hop in a vehicle.

"The whole point of living downtown is you don't want to get in your car for something really essential," said David Taxin, a partner with Meacham Oppenheimer, a commercial real estate company. "You can get a meal, have a drink, or see a show in downtown San Jose. If you want groceries or retail, you have to go somewhere else."

The high office vacancy rate isn't helping.

In the first quarter of this year, downtown San Jose's vacancy rate for office space was an eye-popping 23.6%, according to an estimate cited in the report that was prepared by Cushman & Wakefield, a commercial real estate firm.

The most recent office vacancy estimate for downtown San Jose is well above the 19.4% level in the first quarter of 2022, and is approaching the all-time high vacancy rate for downtown San Jose of 25.1%, which occurred in the first quarter of 2010, Cushman & Wakefield reported.

That vacancy rate could climb higher if two key office developments, 200 Park, a Jay Paul Co. project, and Platform 16, a Boston Properties project, arrive on the market without being pre-leased. Both projects are being marketed as state-of-the-art office tech company hubs.

Other factors could also drive the vacancy rate up, including the interest in lease renewals.

"There are approximately 75 office leases comprising 525,000 square feet of space that will come up for renewal in the next 18 months," the report stated.

Despite the forbidding landscape and uncertain outlook, the report found that downtown San Jose continues to attract office tenants that struck deals for both new leases and rental renewals.

New rental transactions include the Santa Clara County Housing Authority leasing 15,000 square feet at 303 Almaden Blvd., Shutterfly renting 9,100 square feet at 10 Almaden Blvd. and Ciena taking 6,100 square feet at 50 West San Fernando St.

"Downtown San Jose isn't horrible like San Francisco, which is a di-

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Account: 24272 (579)
CA-619

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June 21, 2023 ONLINE

The Mercury News (56-000)

Monthly Visits **326K**

Monthly Visits

The Mercury News

Date: Tuesday, June 20, 2023
Location: SAN JOSE, CA
Circulation (DMA): 325,500 (6)
Type (Frequency): Newspaper (D)
Page: A1,A5
Section: Main
Keyword: Ten Almaden

saster," Taxin said. "But something is driving people out of downtown San Jose. It's a combination of blight and not enough retail services."

The report also highlighted the economic importance of San Jose State University, cast as a bulwark of the downtown economy.

Of the $4.1 billion in economic activity that the university generated in California during 2019, $776 million was spent in San Jose, the report stated, citing a study the university released in 2021.

San Jose State educates 36,000 students and employs 4,000 faculty and staff, the city agency stated.

"Students shop and eat in downtown businesses, ride public transportation, and contribute to the sense of vibrancy downtown," the staff report said.

Mahan said the San Jose budget the City Council recently approved can go a long way to help bolster efforts to create a safer and more vibrant downtown San Jose.

"We need to change the way we use our dollars," Mahan said. "Passing this year's budget with a focus on the basics was an important first step in what will be a long road to a better future."

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Account: 24272 (579)
CA-619
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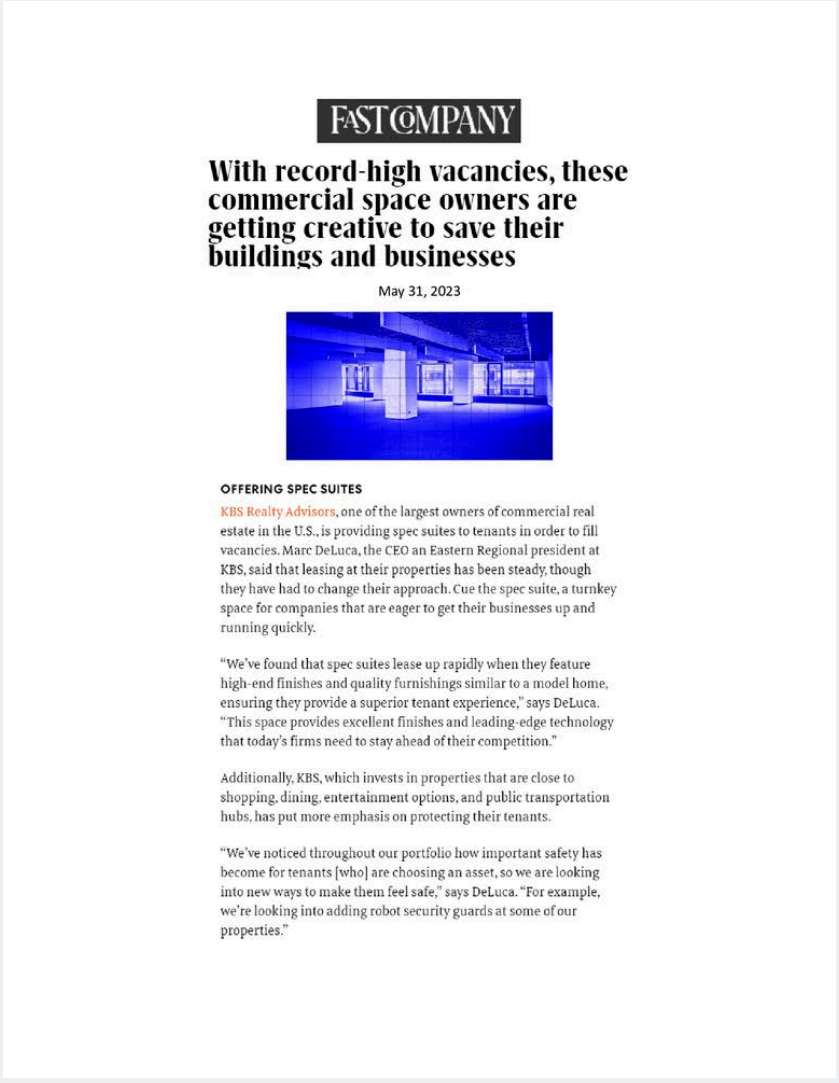
Fast Company

Fast Company is the world's leading progressive business media brand, with a unique editorial focus on innovation in technology, leadership, and design.



FAST COMPANY

With record-high vacancies, these commercial space owners are getting creative to save their buildings and businesses

May 31, 2023

OFFERING SPEC SUITES

KBS Realty Advisors, one of the largest owners of commercial real estate in the U.S., is providing spec suites to tenants in order to fill vacancies. Marc DeLuca, the CEO an Eastern Regional president at KBS, said that leasing at their properties has been steady, though they have had to change their approach. Cue the spec suite, a turnkey space for companies that are eager to get their businesses up and running quickly.

"We've found that spec suites lease up rapidly when they feature high-end finishes and quality furnishings similar to a model home, ensuring they provide a superior tenant experience," says DeLuca. "This space provides excellent finishes and leading-edge technology that today's firms need to stay ahead of their competition."

Additionally, KBS, which invests in properties that are close to shopping, dining, entertainment options, and public transportation hubs, has put more emphasis on protecting their tenants.

"We've noticed throughout our portfolio how important safety has become for tenants [who] are choosing an asset, so we are looking into new ways to make them feel safe," says DeLuca. "For example, we're looking into adding robot security guards at some of our properties."

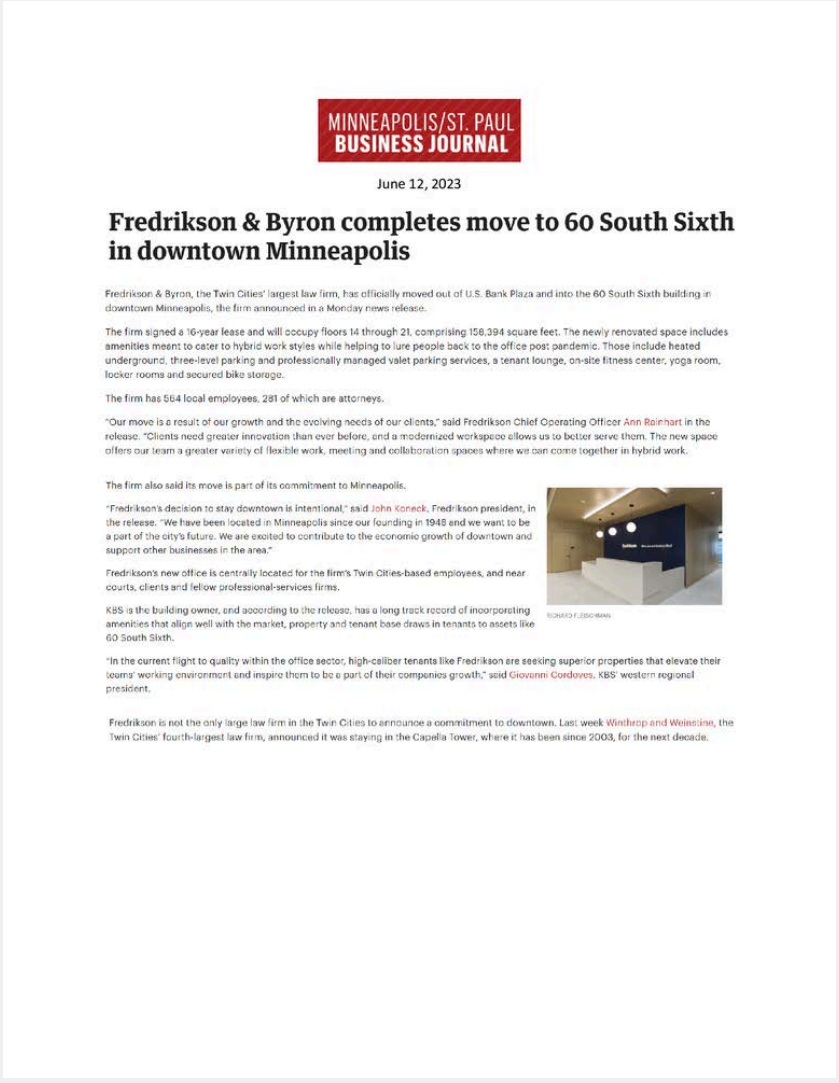
May 31, 2023 ONLINE

Fast Company (56-076)

fastcompany.com/90902578/record-high...

Monthly Visits **741K**

Monthly Visits



MINNEAPOLIS/ST. PAUL BUSINESS JOURNAL

June 12, 2023

Fredrikson & Byron completes move to 60 South Sixth in downtown Minneapolis

Fredrikson & Byron, the Twin Cities' largest law firm, has officially moved out of U.S. Bank Plaza and into the 60 South Sixth building in downtown Minneapolis, the firm announced in a Monday news release.

The firm signed a 16-year lease and will occupy floors 14 through 21, comprising 158,394 square feet. The newly renovated space includes amenities meant to cater to hybrid work styles while helping to lure people back to the office post pandemic. Those include heated underground, three-level parking and professionally managed valet parking services, a tenant lounge, on-site fitness center, yoga room, locker rooms and secured bike storage.

The firm has 564 local employees, 281 of which are attorneys.

"Our move is a result of our growth and the evolving needs of our clients," said Fredrikson Chief Operating Officer Ann Reinhart in the release. "Clients need greater innovation than ever before, and a modernized workspace allows us to better serve them. The new space offers our team a greater variety of flexible work, meeting and collaboration spaces where we can come together in hybrid work.

The firm also said its move is part of its commitment to Minneapolis.

"Fredrikson's decision to stay downtown is intentional," said John Koneck, Fredrikson president, in the release. "We have been located in Minneapolis since our founding in 1948 and we want to be a part of the city's future. We are excited to contribute to the economic growth of downtown and support other businesses in the area."

Fredrikson's new office is centrally located for the firm's Twin Cities-based employees, and near courts, clients and fellow professional-services firms.

KBS is the building owner, and according to the release, has a long track record of incorporating amenities that align well with the market, property and tenant base draws in tenants to assets like 60 South Sixth.

"In the current flight to quality within the office sector, high-caliber tenants like Fredrikson are seeking superior properties that elevate their teams' working environment and inspire them to be a part of their companies growth," said Giovanni Cordovez, KBS' western regional president.

Fredrikson is not the only large law firm in the Twin Cities to announce a commitment to downtown. Last week Winthrop and Weinstine, the Twin Cities' fourth-largest law firm, announced it was staying in the Capella Tower, where it has been since 2003, for the next decade.

June 12, 2023 ONLINE

Minneapolis / St Paul Business Journal (56-028)

bizjournals.com/twincities/news/2023/06...

Monthly Visits **49.4K**

Monthly Visits

MarketWatch

MarketWatch provides the latest stock market, financial and business news. Get stock market quotes, personal finance advice, company news and more.

MarketWatch

White House wants federal workers back in the office in September. It's a rare bright spot for D.C. properties.

August 24, 2023

About the doom loop

Marc Deluca, CEO of KBS, a commercial-real-estate investor focused on owning prime properties, said that Washington, D.C., and San Francisco were the two cities he's most concerned about falling into an urban doom loop.

While he's seeing positive momentum at KBS properties in such cities as Chicago and Minneapolis, Deluca said Washington has been crippled by the lack of federal workers in offices, in large part because it has negative ripple effects for mass transit, retail and the rest of the city's financial ecosystem.

Still, Deluca sees opportunities in investing in office buildings in cities on the road to recovery from the pandemic, particularly for cash buyers, given that debt financing BX:TMUBMUSD10Y remains expensive, property values have dropped and a wall of debt comes due in the next few years.

"Time after time, office has always come back," Deluca said.

August 23, 2023 ONLINE

MarketWatch (56-000)

marketwatch.com/story/white-house-wan...

Monthly Visits **16M**

Monthly Visits

Charlotte Business Journal

CHARLOTTE
BUSINESS JOURNAL

Moffat & Nichol, GSA and Lazard make long-term plans to stay at Carillon Tower in uptown

The Carillon office tower is located at 227 W. Trade St. in uptown Charlotte.
MELISSA KEY/CBJ

By Elise Franco – Staff Writer, Charlotte Business Journal
Sep 7, 2023

California commercial real estate firm KBS Realty Advisors has inked three lease deals at Carillon Tower in uptown totaling more than 49,000 square feet.

General Services Administration, on behalf of the U.S. Attorney's Office, has renewed the lease on its 37,909-square-foot space. Moffatt & Nichol Inc., an infrastructure advisory firm, also renewed its 1,836 square-foot lease, and Lazard, a financial services firm, is expanding its existing footprint inside the 24-story building. Lazard's total square footage was not available.

Trinity Partners' Jennifer Kurz, Rhea Greene and Tim Arnold represented KBS, the property owner and manager, in the recent transactions. Carillon's occupancy rate was not immediately available. Other tenants include Savills, LS3P Associates and Morton's The Steakhouse.

September 07, 2023 ONLINE

Charlotte Business Journal (56-0114)

bizjournals.com/charlotte/news/2023/09/...

Monthly Visits **434K**

Monthly Visits

Allen Aldridge, asset manager for Carillon and senior vice president of acquisitions/co-director of asset management for KBS, said the 488,277-square-foot tower at 227 W. Trade St. has been able to draw in new tenants and retain its current occupancy. Aldridge said the GSA's renewal is especially significant in a time when many office users are reducing their footprint.

“Carillon is a highly desirable property in uptown Charlotte that not only draws in discerning tenants but also drives them to renew their leases and expand their footprints at this iconic building," he said in a news release.

Kurz said in the release that companies are drawn to the tower's uptown location and surrounding amenities. Carillon recently delivered six spec office suites, ranging from 2,100 to 8,200 square feet, that are ready for occupancy.

"We expect to continue to see significant activity with the recent delivery of the market’s most elevated and sophisticated spec suites," she said. “(The) spec suite program is a perfect fit for tenants with a shorter move schedule."

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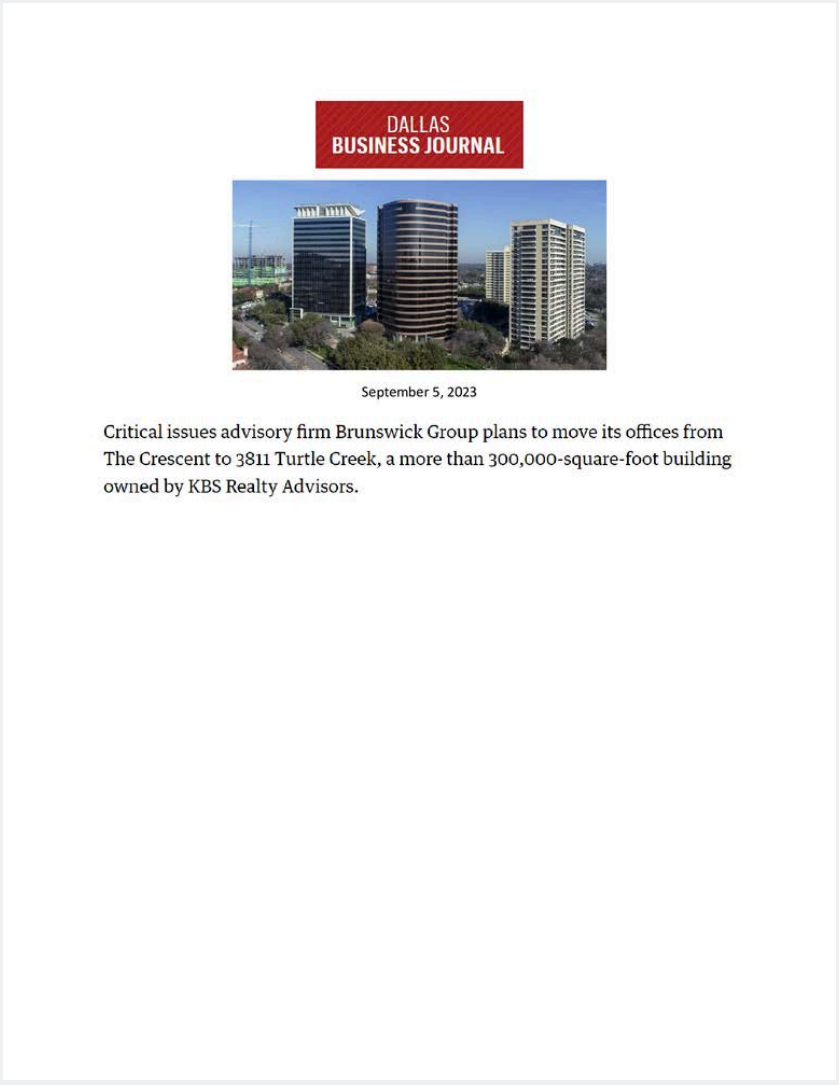
Dallas Business Journal



DALLAS
BUSINESS JOURNAL

September 5, 2023

Critical issues advisory firm Brunswick Group plans to move its offices from The Crescent to 3811 Turtle Creek, a more than 300,000-square-foot building owned by KBS Realty Advisors.

September 05, 2023 ONLINE

Dallas Business Journal (56-0124)

bizjournals.com/dallas/news/2023/09/05/...

Monthly Visits **30.7K**

Monthly Visits

Fast Company

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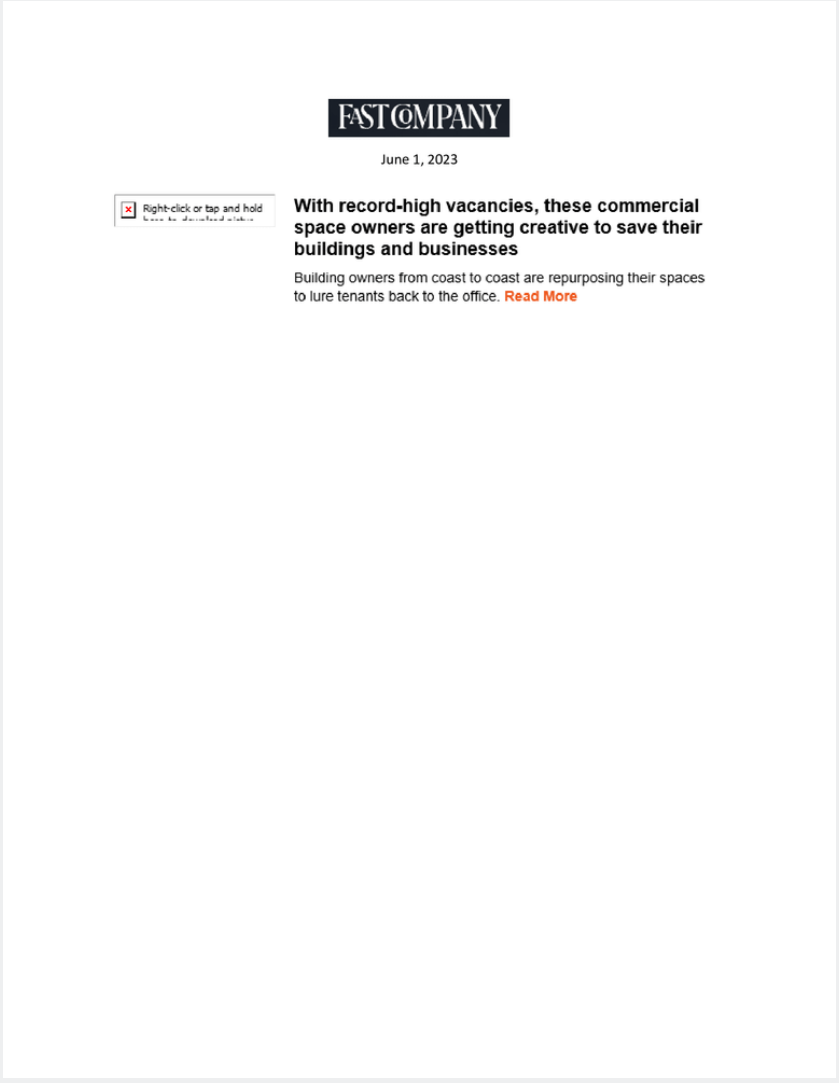

FAST COMPANY

June 1, 2023

Right-click or tap and hold

With record-high vacancies, these commercial space owners are getting creative to save their buildings and businesses

Building owners from coast to coast are repurposing their spaces to lure tenants back to the office. Read More

June 01, 2023 ONLINE

Fast Company Newsletter (56-076)

fastcompany.com/90902578/record-high...

Monthly Visits **741K**

Monthly Visits

Minneapolis/St. Paul Business Journal

MINNEAPOLIS/ST. PAUL BUSINESS JOURNAL

TCO-tied Revo Health signs 33,000-s.f. lease for new Bloomington headquarters

Northland Center is a 492,000-square-foot office park in Bloomington.
CUSHMAN & WAKEFIELD

By Caitlin Anderson – Reporter, Minneapolis / St. Paul Business Journal
Nov 28, 2023

Listen to this article3 min

Revo Health, the management services company tied to Twin Cities Orthopedics, has signed a 33,492-square-foot lease for a new headquarters in Bloomington.

The health care-focused company will move into the Northland Center at a building located at 3500 W. American Blvd. The company will move after renovating the space in the first quarter of 2024, according to a press release by Bloomington-based Forte Real Estate Partners, which represented Revo.

The lease term spans nearly 11 years, Forte's Senior Vice President Katie Trevena said in an interview.

November 28, 2023 ONLINE

Minneapolis/St. Paul Business Journal (56-0204)

bizjournals.com/twincities/news/2023/11/...

Monthly Visits **9.28M**

Monthly Visits

The new headquarters will consolidate the company's two other office locations in Golden Valley and Bloomington, which together span just over 30,000 square feet.

The company's new space combines 25,000 square feet of former sublease space, which was previously occupied by Avtex – now TTEC Digital – and 7,000 square feet of adjacent space. It spans the entire third floor.

Revo Health will use some of the space's existing infrastructure, like break rooms, conference rooms and offices, reducing its construction costs, the press release said.

"We are very conservative financially but knew that moving to larger, more collaborative space would help our employees provide better service to our clinics and physicians," Chris Bailey, Revo's director of development, said in the release.

The space provided a significant upgrade in amenities, location and layout without a major increase in leasing expenses, Trevena said in the release.

Founded in 2017, Revo is the management services arm for i-Health, otherwise known as Infinite Health Collaborative, which includes Twin Cities Orthopedics. It has over 300 employees, the press release said. Revo provides business support services, like business and clinical analysis and ambulatory surgery center development and management, for i-Health's brands.

The 492,000-square-foot Northland Center is a two-building Class A office park situated near Interstate 494 and France Avenue. It is owned by Newport Beach, California-based KBS Capital Markets Group and is 87% leased, according to the release. The building offers amenities like covered parking, a full-service café, conference space and workout facilities.

Revo will have exterior building signage, the release said.

Trevena and Steve Brown, both of Forte, represented Revo in the lease deal. Forte's Wally Tufvander will assist in managing the renovation and relocation of Revo.

Bill Rothstein and Dan Wicker, of Cushman & Wakefield, represented KBS in the lease deal.

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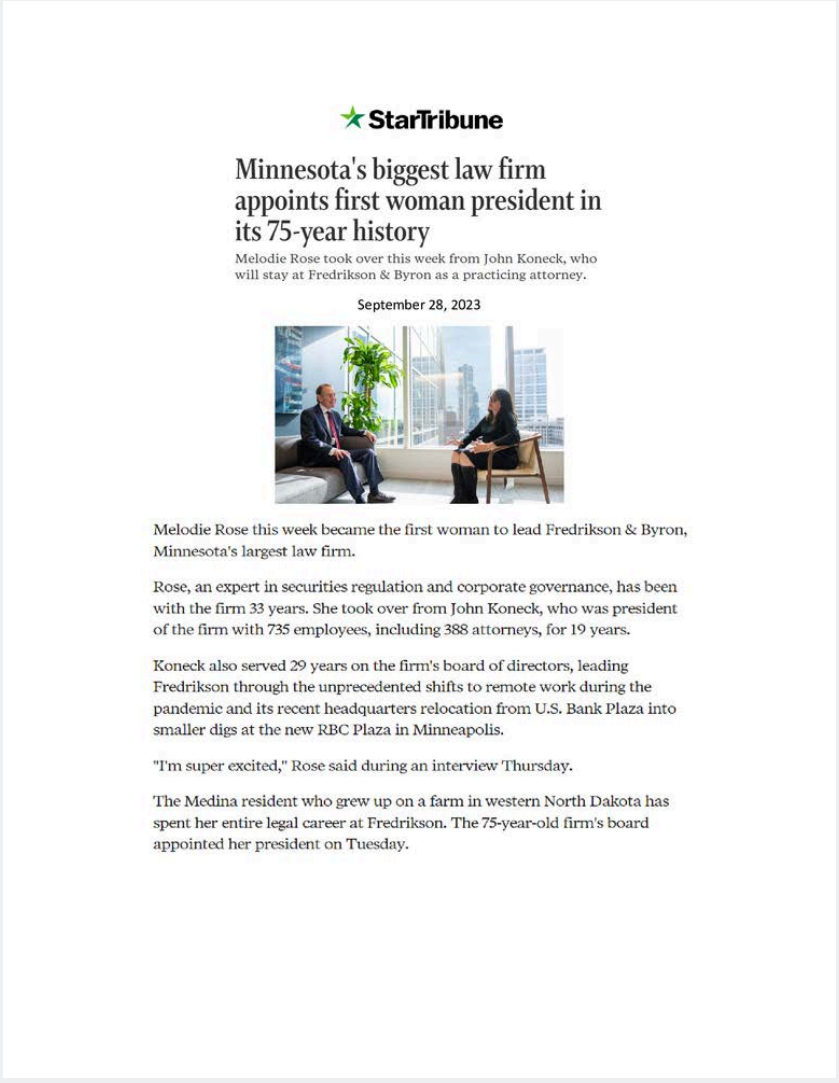
Star Tribune

Follow the StarTribune for the news, photos and videos from the Twin Cities and beyond.



StarTribune

Minnesota's biggest law firm appoints first woman president in its 75-year history

Melodie Rose took over this week from John Koneck, who will stay at Fredrikson & Byron as a practicing attorney.

September 28, 2023

Melodie Rose this week became the first woman to lead Fredrikson & Byron, Minnesota's largest law firm.

Rose, an expert in securities regulation and corporate governance, has been with the firm 33 years. She took over from John Koneck, who was president of the firm with 735 employees, including 388 attorneys, for 19 years.

Koneck also served 29 years on the firm's board of directors, leading Fredrikson through the unprecedented shifts to remote work during the pandemic and its recent headquarters relocation from U.S. Bank Plaza into smaller digs at the new RBC Plaza in Minneapolis.

"I'm super excited," Rose said during an interview Thursday.

The Medina resident who grew up on a farm in western North Dakota has spent her entire legal career at Fredrikson. The 75-year-old firm's board appointed her president on Tuesday.

September 28, 2023 ONLINE

Minneapolis Star Tribune (56-000)

startribune.com/minnesotas-biggest-law-...

Monthly Visits **775K**

Monthly Visits

Kansas Business Journal

January 19, 2023 ONLINE

Chicago Business Journal (56-02460)

bizjournals.com/chicago/news/2023/01/1...

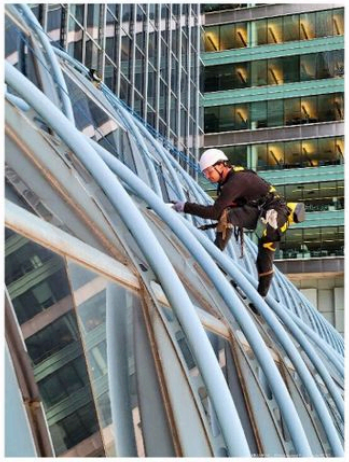
Monthly Visits **135K**

Monthly Visits

CHICAGO BUSINESS JOURNAL

Commercial Real Estate

Accenture Tower undergoing 4-year curtain wall restoration (PHOTOS)



Western Specialty contractors workers on Accenture Tower

MILLER+MILLER ARCHITECTURAL PHOTOGRAPHY,RYAN MILLER,SARAH MILLER

By I-Chun Chen – Staff Reporter, Chicago Business Journal
Jan 19, 2023

KBS, owner of the 42-story Accenture Tower in Chicago's West Loop, has launched a four-year project to restore the building's curtain wall that aims to promote sustainability and allow in more natural light.

The 1.5 million-square-foot tower at 500 W. Madison St. was built in 1987 contains 40 stories of office space and 80,000 square feet of retail space over two levels.

KBS hired the Chicago Facades Branch of Western Specialty Contractors in 2021 to completely restore the existing curtain wall at the property. The project, which is expected to continue through 2025, includes the removal and replacement of the original 35-year-old sealants on the entire 588-foot-tall building's curtain wall and bridge over Canal Street.

Luke Hamagiwa, asset manager for Accenture Tower and vice president at KBS, said the curtain wall system will help prevent leaks, which is important given the area's inclement weather.

In addition, Debbie Kalck, branch manager for Western's Chicago Facades Branch, said a curtain wall system on a building's façade plays an important role in protecting the building and its occupants by keeping the weather out while allowing extra natural light deeper into a building's interior space. They also play a critical role in the overall building's design and performance and must take into account various forms of outside air, water infiltration, wind loading and seismic forces.

Kalck said the restoration's long completion schedule is due to Accenture Tower being equipped with two maintenance house rigs — working platforms attached to the curtain wall's structural tube members and internal track system that are similar to swing stages and operated remotely — which allow Western's crews to access 80% of the exterior. The house rigs limit the number of crews able to work on the building at one time and don't provide access to the base of the building or the Canal Street bridge.

Areas of Accenture Tower that are not accessible with the house rig or aerial man lift include the 42nd-floor rollback at the center of the south elevation and the lower rollbacks on floors four through six and six through nine of the north elevation. Western determined that the most cost-effective way to perform the work at these locations would be via an extensive rope access/controlled descent.

"I am so proud of our crews who continue to take on the most challenging projects and are committed to providing our clients with the most cost-effective solutions to safely perform those projects," Kalck said in a statement.

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February 19, 2023 ONLINE

Minneapolis/ St. Paul Business Journal (56-000)

bizjournals.com/twincities/news/2023/02/...

Monthly Visits **49.4K**

Monthly Visits

MINNEAPOLIS/ST. PAUL BUSINESS JOURNAL

Commercial Real Estate

Northland Center office complex in Bloomington retains SFM Mutual Insurance headquarters

The Northland Center is located at 3500-3600 American Blvd. W. in Bloomington.

By Kelly Busche – Senior Reporter/Broadcaster, Minneapolis / St. Paul Business Journal
Feb 19, 2023

SFM Mutual Insurance Co. announced it will keep its headquarters within Bloomington's Northland Center office complex.

The insurer renewed its lease for over 49,000 square feet at the two-building office park, which recently underwent a $1 million renovation to update its lobbies and office space offerings. The early-1980s office park is located at 3500-3600 American Blvd. W.

Newport Beach, California-based KBS owns the 492,00 square-foot property, spending $51 million in 2014 to acquire it from United Properties.

It's the 27th-largest multitenant office building in the Twin Cities, according to Business Journal research.

The renewal signifies tenants' continued interest of high-quality office buildings that are well located and managed, KBS' Western Regional President Giovanni "Gio" Cordoves said in a news release.

Northland Center's two buildings are connected via a 40,000-square-foot concourse. The complex's amenities include a fitness center, hair salon, lounge, wellness room, outdoor plaza and recreation areas, full-service cafe and more.

Following renovation work, Northland Center now has 25,000 square feet of spec suite space that is ready (or nearly so) for a tenant to move in. KBS envisions a startup or a business rebuilding after the pandemic moving into the space, the release said.

“As KBS implemented significant improvements at Northland Center, office users in the area have increasingly expressed interest in this property,” Ryan Pires, asset manager for Northland Center and assistant vice president of KBS, said in the release.

Cushman & Wakefield represented KBS in the deal; and Minneapolis-based Braman & Associates Inc. represented SFM.

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Nashville Business Journal

NASHVILLE BUSINESS JOURNAL

Largest Commercial Real Estate Deals in Nashville

April 7, 2023

This List ranks Nashville-area commercial real estate deals in 2022 by sales price.

Information was obtained from commercial real estate firm representatives and from Nashville Business Journal's research. In case of ties, properties are listed alphabetically. Nashville-area is defined as: Cheatham, Davidson, Dickson, Montgomery, Robertson, Rutherford, Sumner, Williamson and Wilson counties.

	PROPERTY	SALES PRICE	PROPERTY LOCATION (STREET, CITY, COUNTY)	BUYER	SELLER	SELLER'S BROKER/FIRM (LOCAL FIRM)	CLOSING DATE	TYPE OF PROPERTY
1	Fifth + Broadway	$787 million	500 Broadway, Nashville, Davidson	Northwood Investors	Brookfield Asset Management Inc.	NA	Nov. 17, 2022	Mixed Use
2	W Nashville	$328.7 million	300 12th Ave. S, Nashville, Davidson	Xenia Hotels & Resorts	Nashville Gulch Hotel	NA	March 29, 2022	Hotel
3	Vintage Gateway; Vintage at the Avenues; Vintage Tollgate; Hickory Point Apartments	$318.38 million	Various addresses	Starwood Capital Group	Bluestone Property Management	NA	May 5, 2022	Multifamily
4	UBS Tower	$176.45 million	315 Deaderick St., Nashville, Davidson	KBS Realty Advisors	Shorenstein Properties	Crews Johnston, Samir Idris, Stewart Calhoun, David Meline - Cushman & Wakefield	April 7, 2022	Office

April 07, 2023 ONLINE

Nashville Business Journal (56-000)

bizjournals.com/nashville/subscriber-only...

Monthly Visits **31.6K**

Monthly Visits

Minneapolis / St Paul Business Journal

MINNEAPOLIS/ST. PAUL BUSINESS JOURNAL

Date: Thursday, April 27, 2023
Location: MINNEAPOLIS, MN
Circulation (DMA): 15,451 (14)
Type (Frequency): Magazine (53Y)
Page: 6
Section: Main
Keyword: RBC Plaza

CLOSER LOOK

BMO BANK TEAM LEAVES TO STEER DACOTAH ARRIVAL

South Dakota bank sees 'all kinds of potential' in Twin Cities market

Seven people have left BMO's Twin Cities commercial banking team to join Aberdeen, S.D.-based Dacotah Bank in an effort to establish a presence in the Twin Cities market.

Dacotah's President and CEO Robert Fouberg said expanding into the Twin Cities is an idea that has been ruminating for more than a year and makes sense geographically. The bank first entered Minnesota in 2013 through its acquisition of United Farmers & Merchants State Bank, which had branches in Morris and Chokio. (The Chokio location has since closed.)

Fouberg tapped Aberdeen native Todd Senger, who had been with BMO for nearly two decades, to lead the Twin Cities expansion as group head and senior vice president of corporate banking. Senger's father, Joe Senger, was president and CEO of Dacotah Bank from 2014 to 2020 and is now the bank's vice chair.

Dacotah Bank Inc. has $3.6 billion in assets and is the sole shareholder of Dacotah Bank, which has two branches in Minnesota, including a newly opened one in Minneapolis; 23 in South Dakota; and 10 in North Dakota. At the end of 2022, the bank posted $3.1 billion in deposits, according to FDIC data.

Along with Senger, the rest of the team is filled out by:

- Sean Ball, managing director
- Phil Krump, market executive
- Blair Madsen, managing director
- Kirk Pauley, director
- Dan Schrader, managing director
- Laura Senger, director

In an emailed statement, BMO said its commercial banking team remains stable despite the departures. "We have a large dedicated commercial team with deep industry expertise committed to supporting communities in the Twin Cities and throughout the state."

To start, the team of seven will focus on expanding in the commercial banking market of the Twin Cities. The bank has leased 5,500 square feet in the 60 South Sixth tower in downtown Minneapolis, with the option to lease an additional 6,500 square feet.

"In total, based upon our gross plans in downtown Minneapolis, we would have the ability to expand our team to close to 75 people," Senger said.

The bank also has ambitions to grow in western and central Minnesota. In total, according to FDIC data, the bank had 581 employees at the end of 2022.

"There is all kinds of potential to grow," Fouberg said. "There's quite a bit of real estate between Minneapolis and Morris that we could work with over time."

Senger and his colleagues said the decision to embark on this expansion comes from their excitement to grow something from the ground up.

"We're a team of seven that has really endless opportunities in front of us," he said. "We believe that there's an opportunity to tap into the expertise that sits here to really go to market in a different way to serve the commercial banking segment in a way that hopefully leads to success."

Success for Dacotah Bank in the Twin

Page 1 of 2

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Account: 24272 (542)
-4396

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April 27, 2023 ONLINE

Minneapolis St Paul Business Journal (56-000)

Monthly Visits **15.5K**

Monthly Visits

MINNEAPOLIS/ST. PAUL BUSINESS JOURNAL

Date: Thursday, April 27, 2023
Location: MINNEAPOLIS, MN
Circulation (DMA): 15,451 (14)
Type (Frequency): Magazine (53Y)
Page: 6
Section: Main
Keyword: RBC Plaza

Cities area will mean building something that stands the test of time.

"We're not going to think about this business in terms of quarter over quarter. ... This is a long-term investment, this is a long-term play. And that's also what's going to make us unique in terms of how we approach the market: consistency, calmness levelness," Senger said.

Out of the gate, Senger said there has been excitement from the business community about the bank's market entry.

"This is a business-focused investment, in which we are going to be spending a lot of time focusing our efforts on the business community, helping all shapes and sizes of businesses," Senger said.

NANCY KUEHN | MSPBJ

Todd Senger is pictured in a 2016 photo. Senger will be group head and senior vice president of corporate banking for Dacotah Bank as it expands in the Twin Cities.

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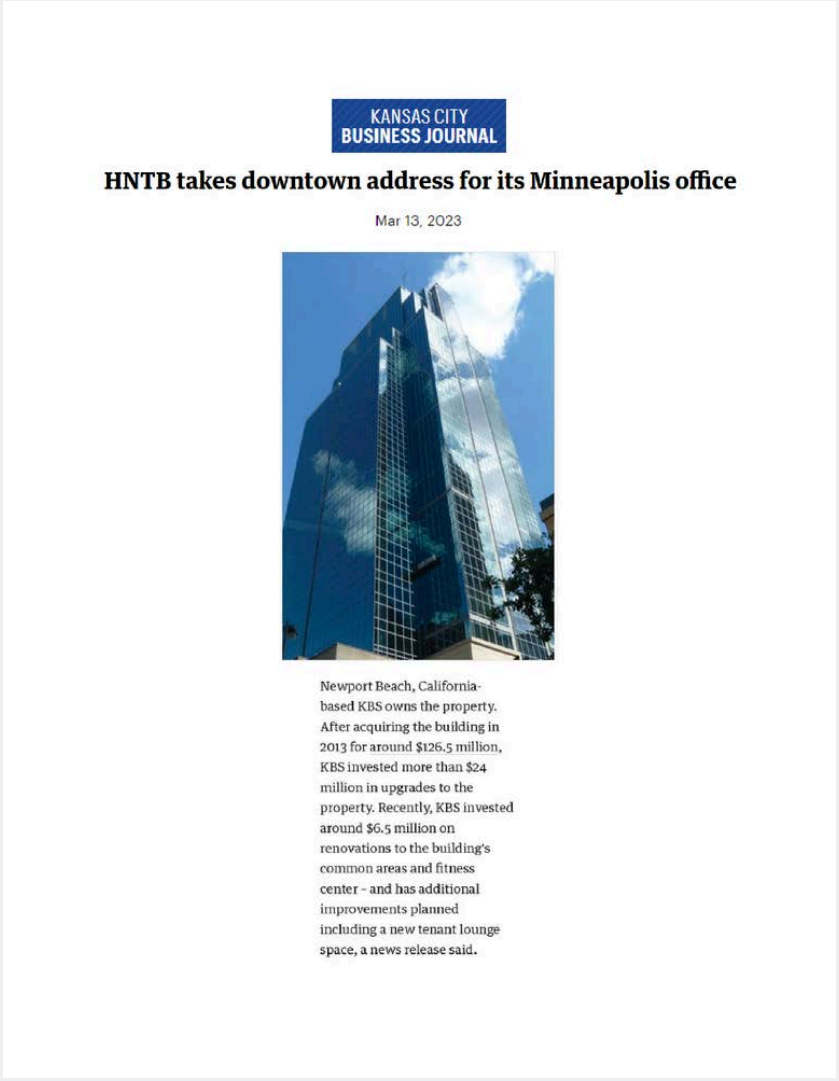
Kansas Business Journal



KANSAS CITY BUSINESS JOURNAL

HNTB takes downtown address for its Minneapolis office

Mar 13, 2023

Newport Beach, California-based KBS owns the property. After acquiring the building in 2013 for around $126.5 million, KBS invested more than $24 million in upgrades to the property. Recently, KBS invested around $6.5 million on renovations to the building's common areas and fitness center - and has additional improvements planned including a new tenant lounge space, a news release said.

March 13, 2023 ONLINE

Kansas Business Journal (56-039)

bizjournals.com/kansascity/news/2023/0...

Monthly Visits **2.59M**

Monthly Visits

office to that city's downtown, according to an announcement.

HNTB is moving into over 15,000 square feet of 60 South Sixth, formerly known as RBC Plaza, in November. Its current offices are in The Colonnade, which is located west of the downtown area, in Golden Valley near St. Louis Park's West End district.

HNTB provides civil engineering services for the public sector, private owners and contractors. Its 572 full-time-equivalent employees in the Kansas City area rank it No. 4 on the Kansas City Business Journal's list of area engineering firms. It has 118 local licensed engineers, ranking No. 5 among Kansas City-area firms on the Business Journal's list.

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SAVE MY SPOT

Its new Twin Cities offices will be on the 38th floor of the 40-story tower. HNTB will move 50 people to the new office, which it selected because the company

sought to be closer to downtown amenities and public transportation options.

Newport Beach, California-based KBS owns the property. After acquiring the building in 2013 for around $126.5 million, KBS invested more than $24 million in upgrades to the property. Recently, KBS invested around $6.5 million on renovations to the building's common areas and fitness center - and has additional improvements planned including a new tenant lounge space, a news release said.

The owners also converted two floors of the building - the 11th and 12th - into spec suites, which are move-in-ready offices equipped with furniture, technology and conference rooms, the release said.

JLL's team of Brent Robertson and Andrea Leon represented the building owner in the leasing deal; and JLL's Eddie Rymer represented HNTB.

With the upgrades, 60 South Sixth should be competitive in today's tight office market, Leon

said in the release.

"Our goal was to be as purposeful with our selections as possible to create an extraordinary working environment for our tenants," Ryan Pires, asset manager for 60 South Sixth and assistant vice president with KBS, said in the release. "We believe we have achieved this. ... The property's top-tier amenities, along with its proximity to light rail transit, retail and dining, make it one of the most desirable properties for office users in downtown Minneapolis."

60 South Sixth is the 15th largest multitenant office building in the Twin Cities metro area with over 710,00 square feet. It's located at 60 S. 6th St.

THE LIST

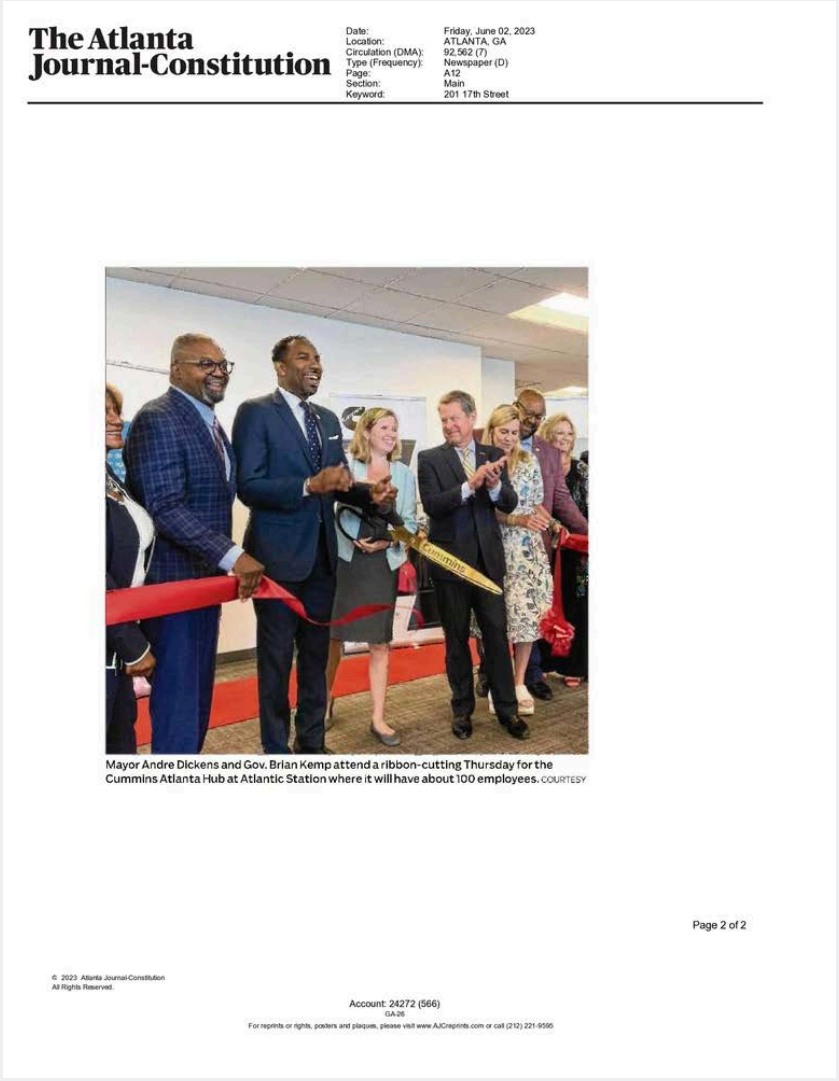
Engineering Firms in the Kansas City area (ranked by local FTE employees)

Ranked by Local FTE employees: 2023 2022

Sponsored by Burns &

Rank	Name	Local FTE Employees:

The Atlanta Journals-Constitution



The Atlanta Journal-Constitution

Date: Friday, June 02, 2023
Location: ATLANTA, GA
Circulation (DMA): 92,562 (7)
Type (Frequency): Newspaper (D)
Page: A12
Section: Main
Keyword: 201 17th Street

Mayor Andre Dickens and Gov. Brian Kemp attend a ribbon-cutting Thursday for the Cummins Atlanta Hub at Atlantic Station where it will have about 100 employees. COURTESY

Page 2 of 2

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Account: 24272 (566)
GA-26

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June 02, 2023 ONLINE

The Atlanta Journal-Constitution (56-000)

ajc.com/news/engine-maker-revs-up-regi...

Monthly Visits **796K**

Monthly Visits

The Atlanta Journal-Constitution

Date: Friday, June 02, 2023
Location: ATLANTA, GA
Circulation (DMA): 92,562 (7)
Type (Frequency): Newspaper (D)
Page: A12
Section: Main
Keyword: 201 17th Street

Engine maker bringing regional hub to Atlanta

Cummins teams to tackle supply chain issues, electrification.

By Zachary Hansen
zachary.hansen@ajc.com

A global engine manufacturer and power generation company is basing its regional operations in Atlanta, aiming to attract the city's workforce to tackle supply chain issues and prepare for electrification.

Cummins Inc., a 104-year-old company based in Indiana, is turning 22,000 square feet within an Atlantic Station office building into its Southeast hub. The office will house the company's supply chain and information technology teams when it opens in late summer or early fall with 100 employees.

Cummins leaders told The Atlanta Journal-Constitution the office building's proximity to Atlanta's universities attracted them in their search of diverse talent. During a Thursday ribbon-cutting ceremony, Mayor Andre Dickens said they made the right decision, gesturing toward the windows on the eighth floor of 201 17th Street to make his point.

"From this window, you can see Georgia Tech, you can see Georgia State, and there's a lot of trees but you can see the Atlanta University Center and SCAD," Dickens said. "There's all of this talent right here, very close to you."

By opening its Cummins Atlanta Hub, the company joins a number of tech firms that have opened technology centers or office campuses in Midtown Atlanta in recent years, including Microsoft, NCR and Google, to tap into the diverse talent graduating from the city's higher education institutions.

Cummins designs, manufactures, distributes and services multiple power products, ranging from internal combustion engines to fuel systems to electric power generation systems. It employs roughly 73,600 people and earned about $2.2 billion in profit on sales of $28.1 billion last year.

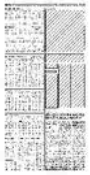
The publicly traded company has existing facilities in Clayton County, which President and CEO Jennifer Rumsey said will help Cummins consolidate their workforce around the hub.

Rumsey added that Georgia's emergence as a leader within the electric vehicle and battery industry is also a benefit. Gov. Brian Kemp's office said since 2020, the state has recruited more than 40 EV-related projects totaling 28,400 announced jobs and $22.7 billion in anticipated investment. These include EV factories from Hyundai Motor Group and Rivian.

"Electrification is a part of our strategy for growing and evolving the company for commercial and industrial equipment," she said. "So having that as a focus in the state is a nice added benefit."

The state and local governments have offered billions of dollars in tax breaks and other incentives to court EV-related companies, but Kemp said during Thursday's event that Georgia's talent pipeline remains central to the state's pitch to employers.

"(Talent) means a lot more than incentives most of the time, because you can't build something and you can't solve problems if you don't have the people to do that," he said.



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The Atlanta Journal-Constitution

Date: Thursday, March 23, 2023
Location: ATLANTA, GA
Circulation (DMA): 92,562 (7)
Type (Frequency): Newspaper (D)
Page: A12
Section: Main
Keyword: 201 17th Street

BUSINESS

Engine maker Cummins plans Atlantic Station hub

New, 100-employee office to open in late summer or early fall.

By Zachary Hansen
zachary.hansen@ajc.com

A global engine manufacturer and power generation company is opening a new office in Atlanta to serve as its Southeast regional hub.

Cummins Inc. announced Tuesday it plans to base its supply chain planning group and information technology team at the new office location in Atlantic Station, which it calls Cummins Atlanta Hub, according to a news release. A company spokesperson told The Atlanta Journal-Constitution the office will open in late summer or early fall with 100 employees. Cummins expects to add more teams in the future.

The office will be at 201 17th St., which the Columbus, Indiana-based company said was chosen for its proximity to Georgia Tech and the Atlanta University Center Consortium of Historically Black Colleges and Universities. The publicly traded company also has existing facilities in Clayton County.

Cummins Inc. announced Tuesday it will open a new office in Atlanta for its Southeast supply chain and information technology operations.
COURTESY

Cummins executives said the Atlanta location will help the 104-year-old company attract diverse and skilled technology workers.

"This facility is an investment into the talented people within the Southeast region and an opportunity to better serve our customers and our communities," Chief Human Resources Officer Marvin Boakye said in the release.

A number of tech firms have opened technology centers or office campuses in Atlanta in recent years, including Microsoft, NCR and Google, to tap into the diverse talent graduating from Georgia Tech, Georgia State University and the AUC institutions.

"For Cummins to be successful, we need to attract, build and retain the best talent to solve the challenges our customers and communities face today and tomorrow, and create inclusive environments where our people and innovation thrive," President and CEO Jennifer Rumsey said in the release. "The opening of an office in Atlanta is a clear reflection of Cummins' continued investments and efforts in our current and future employees and communities."

Cummins designs, manufactures, distributes and services multiple power products, ranging from internal combustion engines to fuel systems to electric power generation systems. It employs roughly 73,600 people and earned about $2.2 billion in profit on sales of $28.1 billion last year.

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March 23, 2023 ONLINE

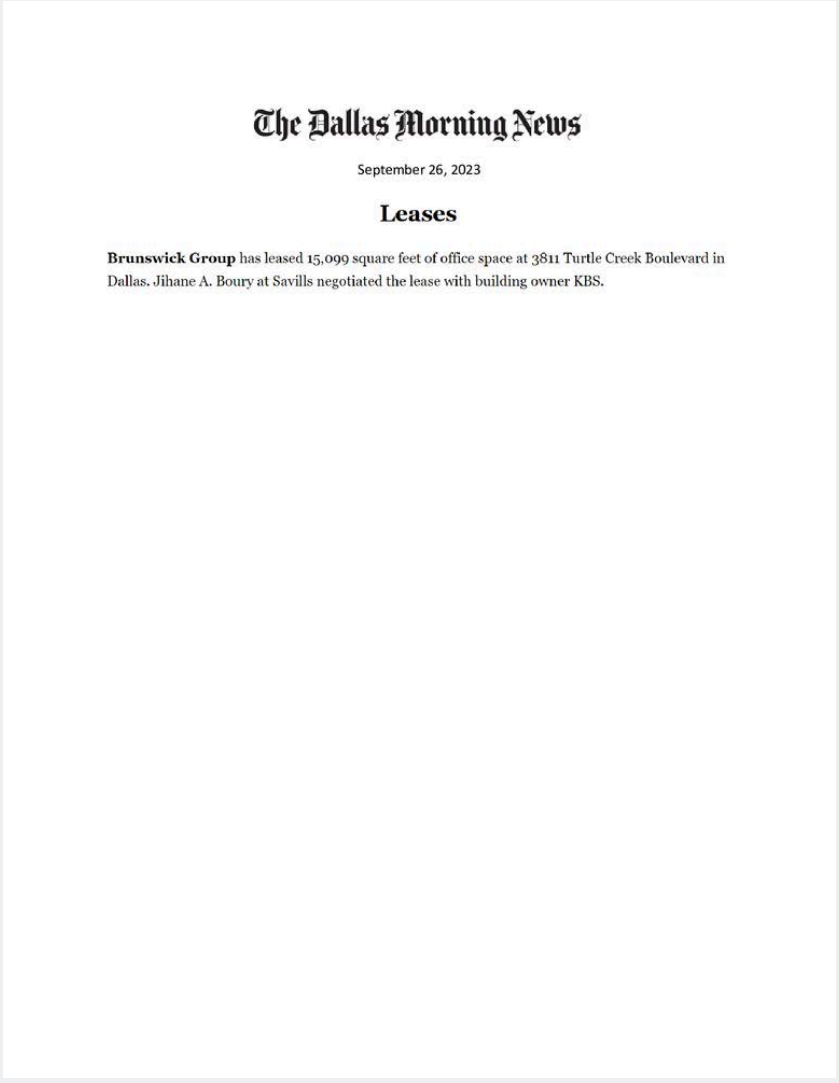
The Atlanta Journals-Constitution (56-000)

ajc.com/news/engine-maker-cummins-un...

Monthly Visits **751K**

Monthly Visits

The Dallas Morning News



The Dallas Morning News

September 26, 2023

Leases

Brunswick Group has leased 15,099 square feet of office space at 3811 Turtle Creek Boulevard in Dallas. Jihane A. Boury at Savills negotiated the lease with building owner KBS.

September 26, 2023 ONLINE

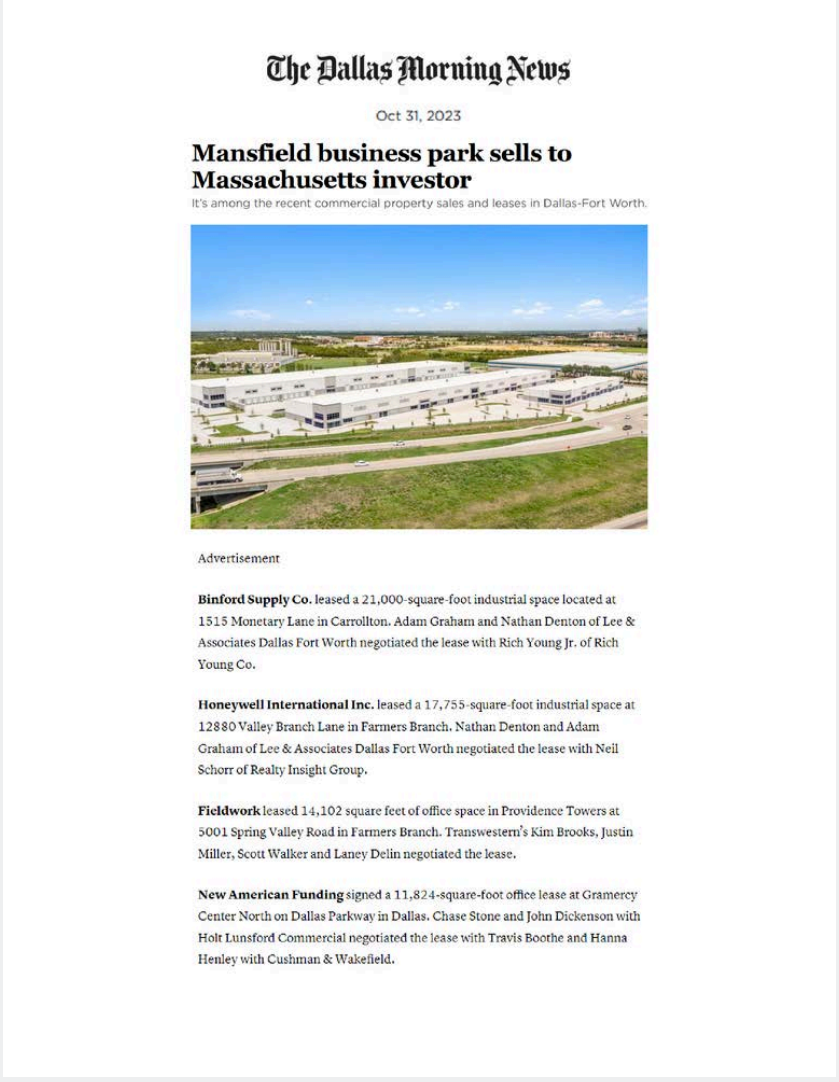
The Dallas Morning News (56-0124)

dallasnews.com/business/real-estate/202...

Monthly Visits **485K**

Monthly Visits

The Dallas Morning News



The Dallas Morning News

Oct 31, 2023

Mansfield business park sells to Massachusetts investor

It's among the recent commercial property sales and leases in Dallas-Fort Worth.

Advertisement

Binford Supply Co. leased a 21,000-square-foot industrial space located at 1515 Monetary Lane in Carrollton. Adam Graham and Nathan Denton of Lee & Associates Dallas Fort Worth negotiated the lease with Rich Young Jr. of Rich Young Co.

Honeywell International Inc. leased a 17,755-square-foot industrial space at 12880 Valley Branch Lane in Farmers Branch. Nathan Denton and Adam Graham of Lee & Associates Dallas Fort Worth negotiated the lease with Neil Schorr of Realty Insight Group.

Fieldwork leased 14,102 square feet of office space in Providence Towers at 5001 Spring Valley Road in Farmers Branch. Transwestern's Kim Brooks, Justin Miller, Scott Walker and Laney Delin negotiated the lease.

New American Funding signed a 11,824-square-foot office lease at Gramercy Center North on Dallas Parkway in Dallas. Chase Stone and John Dickenson with Holt Lunsford Commercial negotiated the lease with Travis Boothe and Hanna Henley with Cushman & Wakefield.

October 31, 2023 ONLINE

The Dallas Morning Newsd (56-0156)

dallasnews.com/business/real-estate/202...

Monthly Visits **1.01M**

Monthly Visits

The Dallas Morning News

The Dallas Morning News

Investment giant KKR could double its Dallas staff by year's end

March 10, 2023

KKR located the debt servicing office in a building in North Dallas' Preston Center district.

"We have a little over 10,000 square feet here in Sterling Plaza," said Wright, who is also president and CEO of K-Star Asset Management. "We are up to 29 employees.

"We intend to probably grow in size — maybe even double — by the end of this year," she said. "We are still hiring."

With the commercial property industry facing increased headwinds from higher interest rates and a potential recession, Wright said her office expects to keep busy.

"I think being in control of your asset management and servicing functions is particularly important during a downturn, so we launched this business at an opportune time," she said.

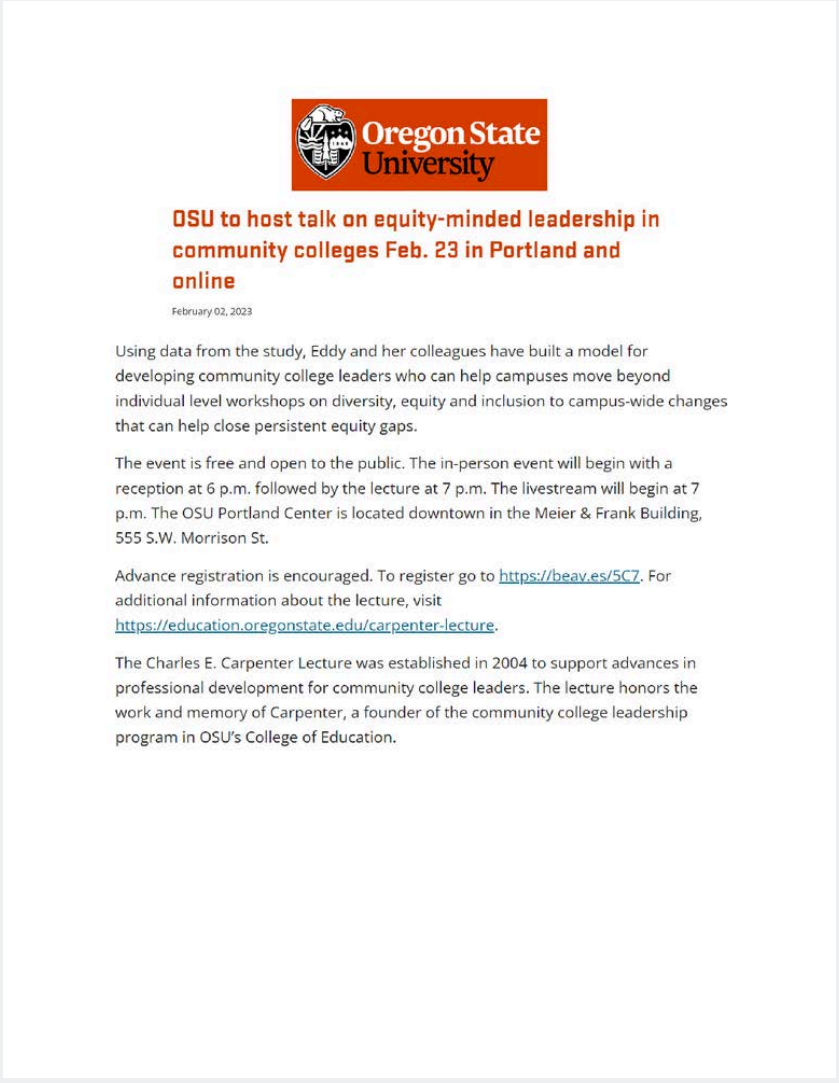
March 10, 2023 ONLINE

The Dallas Morning News (56-000)

dallasnews.com/business/2023/03/10/inv...

Monthly Visits **485K**

Monthly Visits



Oregon State University

OSU to host talk on equity-minded leadership in community colleges Feb. 23 in Portland and online

February 02, 2023

Using data from the study, Eddy and her colleagues have built a model for developing community college leaders who can help campuses move beyond individual level workshops on diversity, equity and inclusion to campus-wide changes that can help close persistent equity gaps.

The event is free and open to the public. The in-person event will begin with a reception at 6 p.m. followed by the lecture at 7 p.m. The livestream will begin at 7 p.m. The OSU Portland Center is located downtown in the Meier & Frank Building, 555 S.W. Morrison St.

Advance registration is encouraged. To register go to https://beav.es/5C7. For additional information about the lecture, visit https://education.oregonstate.edu/carpenter-lecture.

The Charles E. Carpenter Lecture was established in 2004 to support advances in professional development for community college leaders. The lecture honors the work and memory of Carpenter, a founder of the community college leadership program in OSU's College of Education.

February 02, 2023 ONLINE

Oregon State University: Newsroom (56-000)

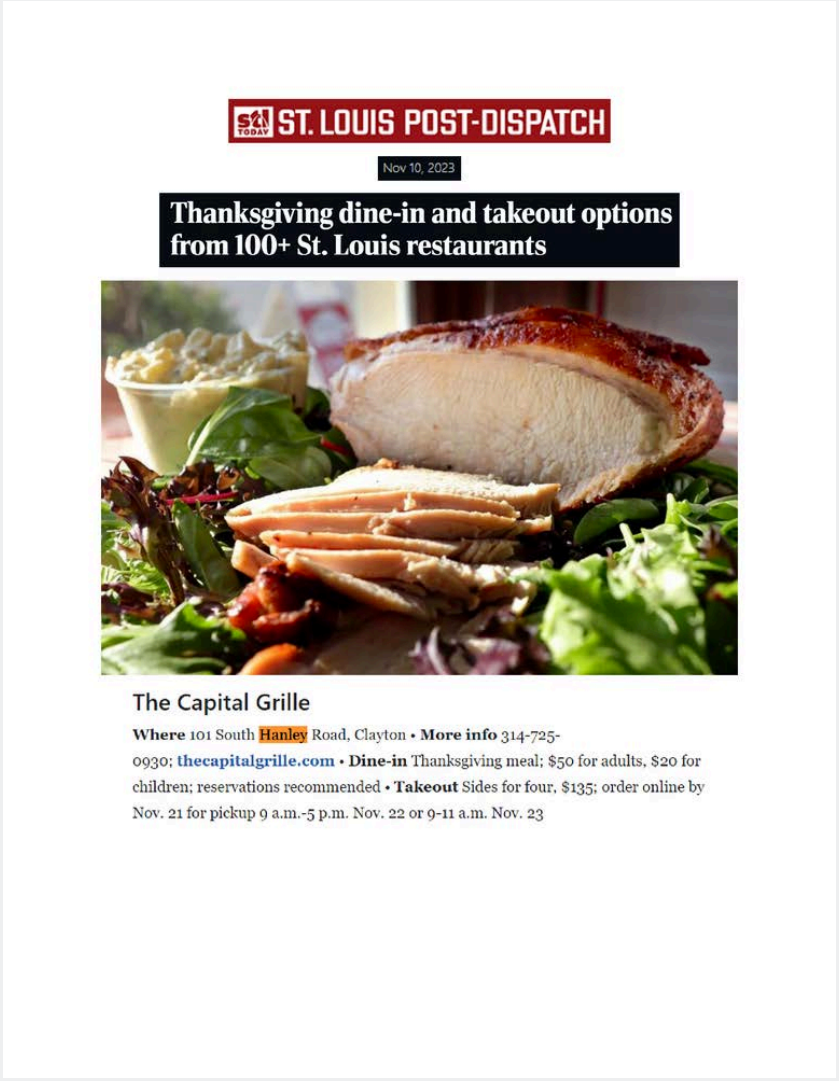
today.oregonstate.edu/news/osu-host-tal...

Monthly Visits **1.09M**

Monthly Visits

St. Louis Post-Dispatch

St Louis news source: Latest St. Louis City and County news from the St. Louis Post-Dispatch & STLtoday.com. Headlines on local weather, entertainment and events.



ST. LOUIS POST-DISPATCH

Nov 10, 2023

Thanksgiving dine-in and takeout options from 100+ St. Louis restaurants

The Capital Grille

Where 101 South Hanley Road, Clayton • **More info** 314-725-0930; thecapitalgrille.com • **Dine-in** Thanksgiving meal; $50 for adults, $20 for children; reservations recommended • **Takeout** Sides for four, $135; order online by Nov. 21 for pickup 9 a.m.-5 p.m. Nov. 22 or 9-11 a.m. Nov. 23

November 10, 2023 ONLINE

St Louis Post Dispatch (56-000)

Monthly Visits **5.66M**

Monthly Visits

Dallas Business Journal

DALLAS BUSINESS JOURNAL

Date: Thursday, December 07, 2023
Location: DALLAS, TX
Circulation (DMA): 17,496 (S)
Type (Frequency): Magazine (W)
Page: 18
Section: Main
Keyword: 3811 Turtle Creek

THE LIST

METHODOLOGY

The Dallas Business Journal surveyed wealth management firms beginning Aug. 1, 2023. To be eligible for this list, your company must be independently owned and have a location within one of the following counties: Collin, Dallas, Denton and Tarrant. The Dallas Business Journal cannot independently verify information provided by individual companies. In case of ties, companies are listed alphabetically.

GO ONLINE

Can't get enough of The List? For additional information and updates to The List visit bizjrnls.com/dallas/data-center/lists.

WANT TO BE ON THE LIST?

If you wish to be surveyed when The List is next updated, or if you wish to be considered for other Lists, email Davie Nguyen at dnguyen@bizjournals.com.

DFW METRO WEALTH MANAGEMENT FIRMS

RANKED BY LOCAL ASSETS MANAGED

Company	Contact	Local assets under management, 2022	# of local clients	Type of accounts	Type of ownership	The local executive(s)
1 Luther King Capital Management	301 Commerce St. #1600 Fort Worth, TX 76102 817-332-3235	$10.13 billion	300	equities; balanced; fixed-income and other vehicles	Private	J. Ake (Joe) King, Jr., President/VP Wealth
2 Tolleson Wealth Management	5500 Preston Rd. #298 Dallas, TX 75205 214-252-3250	$7.7 billion	211	equities; balanced; fixed-income and other vehicles	Private	Carter Tolleson, CFO
3 Westwood Wealth Management	300 Crescent Ct. #1200 Dallas, TX 75201 214-761-6395	$3.7 billion	309	equities; balanced; fixed-income and other vehicles	Public	Brian Lisiey, President/CEO
4 Beacon Pointe Advisors	7913 Inverness Ave. Dallas, TX 75225 214-414-2100	$2.7 billion	1,000	equities; balanced; fixed-income and other vehicles	Private	Matt Cooper, President
5 Edge Capital Group	4311 Lomo Alto Dr. #215 Dallas, TX 75219 214-443-9393	$1.17 billion	70	equities; balanced; fixed-income and other vehicles	Subsidiary of a Public Company	Rob Doyle, Will Stanton, Partners
6 Two North Advisors LLC	2323 Turtle Creek Blvd. #1200 Dallas, TX 75219 214-566-7100	$8.01 billion	465	equities; balanced; fixed-income and other vehicles	Partnership	Mark Goldstein, Principal/Co-founder and Chief, CEO/Co-founder
7 ISC Group	3509 Oak Lawn Ave. #600 Dallas, TX 75219 800-888-3520	$2.3 billion	11,000	equities; balanced; fixed-income and other vehicles	Private	Scott Hawn, President/CEO
7 Neuberger Berman	300 Crescent Ct. #1870 Dallas, TX 75201 214-871-4870	$2.3 billion	217	equities; balanced; fixed-income and other vehicles	Private	Richard Sonz, Managing Director
9 Requisite Capital Management	4301 Maple Ave. #700 Dallas, TX 75219 214-295-7154	$2.14 billion	84	equities and other vehicles	Private	Doug John, Ryan Talkington, Managing Partners
10 The Mather Group	3400 Oak Grove Ave. #575 Dallas, TX 75204 888-537-1085	$2.02 billion	136	equities; balanced; fixed-income and other vehicles	Private	Laura Sweeney, Managing Director, TMG Family Office
11 Wealth Partners Alliance	17340 Dallas Pkwy. #1100 Dallas, TX 75248 972-331-1300	$1.84 billion	1,200	equities; balanced; fixed-income and other vehicles	Private	Jeff Dahl, CEO; David Mullen, Brittany Smith, Managing Partners; President
12 SFMG Wealth Advisors	7500 Dallas Pkwy. #310 Plano, TX 75024 877-960-8460	$1.72 billion	333	equities; balanced; fixed-income and other vehicles	Private	Kevin Mc gills, CFO/Managing Director
13 Beaird Harris	12221 Merit Dr. #710 Dallas, TX 75251 972-980-1040	$1.4 billion	378	equities; balanced; fixed-income and other vehicles	Private	Pat Beaird, Managing Partner
14 Carter Financial Management	12222 Merit Dr. #1000 Dallas, TX 75251 214-361-4280	$1.3 billion	326	equities; balanced and fixed income	Private	Bill Carter, CEO; Becky Bell, President
15 HFS Wealth Management	8750 Westview Rd. #183 Dallas, TX 75231 214-346-4701	$990.12 million	410	equities; balanced; fixed-income and other vehicles	Private	John Howard, Managing Director
16 Mosaic Peacock & Associates	8333 Douglas Ave. #1200 Dallas, TX 75225 972-943-0572	$785 million	249	equities; balanced; fixed-income and other vehicles	Partnership	David Peacock, CEO; Chris Hranicek, CIO
17 Adams Asset Advisors LLC	8350 N. Central Expy. #M1230 Dallas, TX 75206 214-368-2410	$760 million	90	equities and fixed income	Private	Trevis Adams, Owner
18 CD Wealth Management	14900 Dallas Pkwy. #110 Dallas, TX 75240 972-941-0360	$779.04 million	434	equities; balanced; fixed-income and other vehicles	Partnership	Scott Zahos, Founder/CEO
19 WPWealth	640 Taylor St. #1202 Fort Worth, TX 76102 817-570-0180	$551.24 million	305	equities; balanced; fixed-income and other vehicles	Partnership	Bill Worden, Shane Wiley, Partners
20 Buckingham Strategic Wealth	2828 Routh Street Pkwy. #600 Plano, TX 75201 972-661-8111	$523 million	414	fixed-income and other vehicles	Public	Stephen Hanselka, Wealth Advisor
21 CAPTRUST	2404 Dallas Pkwy. #130 Dallas, TX 75224 214-522-9500	$485 million	138	equities; balanced; fixed-income and other vehicles	Private	Brenda Bean, Principal; John Tubbs, CFP, Financial Advisor; Jack Whitten, CFP, Financial Advisor
22 Smith Anglin Financial	14755 Preston Rd. #700 Dallas, TX 75254 972-267-1244	$373.53 million	317	equities; balanced and fixed income	Partnership	Chris Kelly, Rex Shelton, Dave Anglin, Senior Partner, Managing Partners
23 BFS Advisory Group	8201 Preston Rd. #600 Dallas, TX 75225 214-363-1848	$375 million	210	equities; balanced; fixed-income and other vehicles	Private	Drew Bonner Tapp, President
24 Frontier Investment Management Co.	8401 N. Central Expwy. #230 Dallas, TX 75225 972-514-2595	$5.88 billion	3,500	equities; balanced; fixed-income and other vehicles	Subsidiary of a Private Company	Brian Waterhouse, Richard Sawdon, Managing Partners
25 Smith Group Asset Management	13455 Noel Rd. #1100 Dallas, TX 75240 214-560-4060	$2.1 billion	90	equities	Subsidiary of a Public Company	Stephen Smith, President/CEO

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Page 1 of 1

December 07, 2023 ONLINE

Dallas Business Journal (56-000)

Monthly Visits **5.66M**

Monthly Visits

Eater San Francisco

Food news and dining guides for San Francisco.

EATER
SAN FRANCISCO

Where Can I Find Excellent Octopus in San Francisco?

Jan 12, 2023,

Nara, with locations on Haight Street and Polk Street, represents a whole other side of the octopus game. The Japanese restaurant's Haight location offers four panko-fried tako balls for $13. The octopus cooks sous-vide for six hours and is then combined in a ball with truffle mashed potato, diced onions, mushrooms, and jalapeno before being deep-fried. The crunchy, fried snack gets a sprinkling of bonito flakes on top. (The Polk Street outpost offers a similar dish for just $8.) This entry doubles as a shout-out to all the Japantown restaurants and kiosks dishing up takoyaki like pros; there are plenty of inexpensive options, including Takoyaki Yamachan, for fried octopus throughout Japantown. Stick Bar belongs somewhere in this league, too, as octopus skewers are on the menu at the whisky lounge pop-up at the 201 Spear Street restaurant Gozu.

January 12, 2023 ONLINE

Eater San Francisco (56-000)

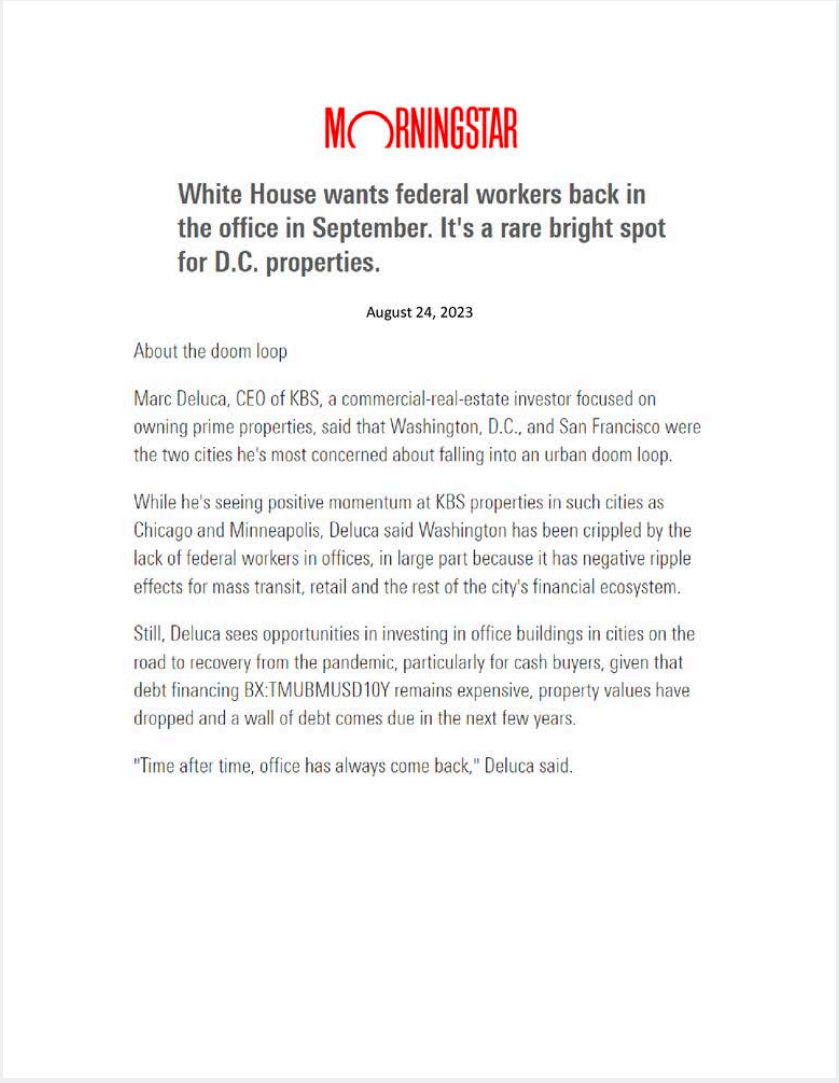
sf.eater.com/2023/1/12/23552123/best-oc...

Monthly Visits **684K**

Monthly Visits

Morning Star

Our independent research, ratings, and tools are helping people across the investing ecosystem write their own financial futures.



MORNINGSTAR

White House wants federal workers back in the office in September. It's a rare bright spot for D.C. properties.

August 24, 2023

About the doom loop

Marc Deluca, CEO of KBS, a commercial-real-estate investor focused on owning prime properties, said that Washington, D.C., and San Francisco were the two cities he's most concerned about falling into an urban doom loop.

While he's seeing positive momentum at KBS properties in such cities as Chicago and Minneapolis, Deluca said Washington has been crippled by the lack of federal workers in offices, in large part because it has negative ripple effects for mass transit, retail and the rest of the city's financial ecosystem.

Still, Deluca sees opportunities in investing in office buildings in cities on the road to recovery from the pandemic, particularly for cash buyers, given that debt financing BX:TMUBMUSD10Y remains expensive, property values have dropped and a wall of debt comes due in the next few years.

"Time after time, office has always come back," Deluca said.

August 24, 2023 ONLINE

Morning Star (56-000)

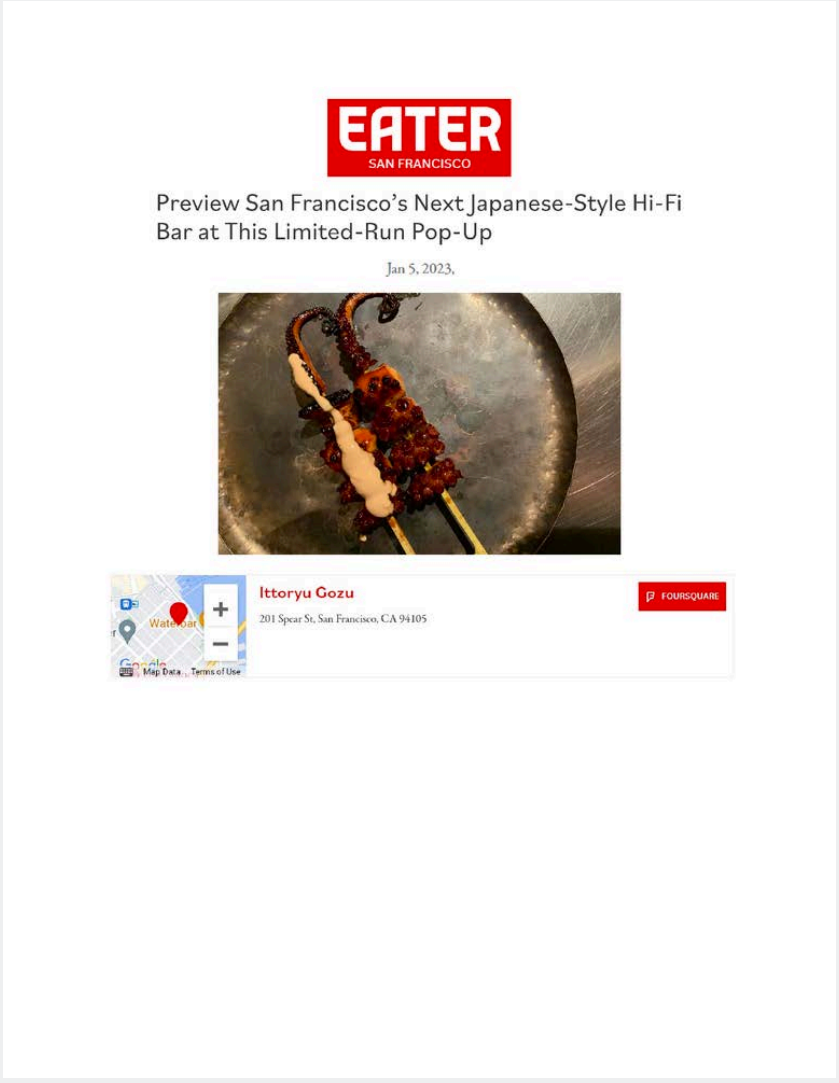
morningstar.com/news/marketwatch/202...

Monthly Visits **321K**

Monthly Visits

Eater San Francisco

Food news and dining guides for San Francisco.


EATER
SAN FRANCISCO

Preview San Francisco's Next Japanese-Style Hi-Fi Bar at This Limited-Run Pop-Up

Jan 5, 2023,

January 05, 2023 ONLINE

Eater San Francisco (56-000)

sf.eater.com/2023/1/5/23541094/yokai-po...

Monthly Visits **684K**

Monthly Visits

D Magazine

Daily resource for best restaurants in Dallas, recommendations for things to do, local news and commentary on life in Dallas.

May 01, 2023 ONLINE

D Magazine (56-000)

Monthly Visits **70K**

Monthly Visits

Date: Monday, May 01, 2023
Location: DALLAS, TX
Circulation (DMA): 69,975 (N/A)
Type (Frequency): Magazine (12Y)
Page: 128
Section: Main
Keyword: 3811 Turtle Creek

BEST | LAWYERS

Abby Ewing
Dawn Estes
Carol Payne

COMMERCIAL LITIGATION, FAMILY LAW, DISPUTE RESOLUTION, EMPLOYMENT LAW

Combining the diverse experience of Big Law with a uniquely personal approach to their practice, Estes Thorne & Carr attorneys Dawn Estes, Abby Ewing, and Carol Payne are recognized for their work in a broad range of legal matters they handle both in the courtroom and at the negotiating table.

Launched 15 years ago as one of Texas' first women-owned boutique law firms, it was immediately obvious Estes Thorne & Carr was not going to be just another law firm. Clients point to the firm's combination of top talent and a truly client-centric approach as setting them apart. This approach also helped propel Estes Thorne & Carr to recognition in the inaugural Chambers USA Regional Spotlight listing which honored the top small to medium-sized law firms in Texas.

One of the most respected commercial litigators in the state, Estes has earned recognition from *D Magazine*, *D CEO*, *Best Lawyers in America*, Lawdragon 500, and BTI. She has also earned Texas Super Lawyers recognition among the Top 50 Women Lawyers and Top 100 Lawyers in the state.

In addition to her *D Magazine* honors, Ewing has been recognized by *Best Lawyers in America*, Lawdragon 500, and Texas Super Lawyers for her family law work.

Payne's commercial litigation practice has earned *D Magazine*, *Best Lawyers in America*, and Lawdragon 500 honors. She has also been recognized by Texas Super Lawyers among the Top 50 Women Lawyers and Top 100 Lawyers in the state.

From left to right:
Abby Ewing, Dawn Estes, Carol Payne

EDUCATION

Abby Ewing | Family Law
J.D., Arizona State University Sandra Day O'Connor College of Law

Dawn Estes | Commercial Litigation
J.D., St. Mary's University School of Law

Carol Payne | Commercial Litigation
J.D., Baylor University Law School

ESTES THORNE & CARR PLLC
3811 Turtle Creek Boulevard, Suite 2000
Dallas, Texas 75219
214.599.4000

estesthornecarr.com

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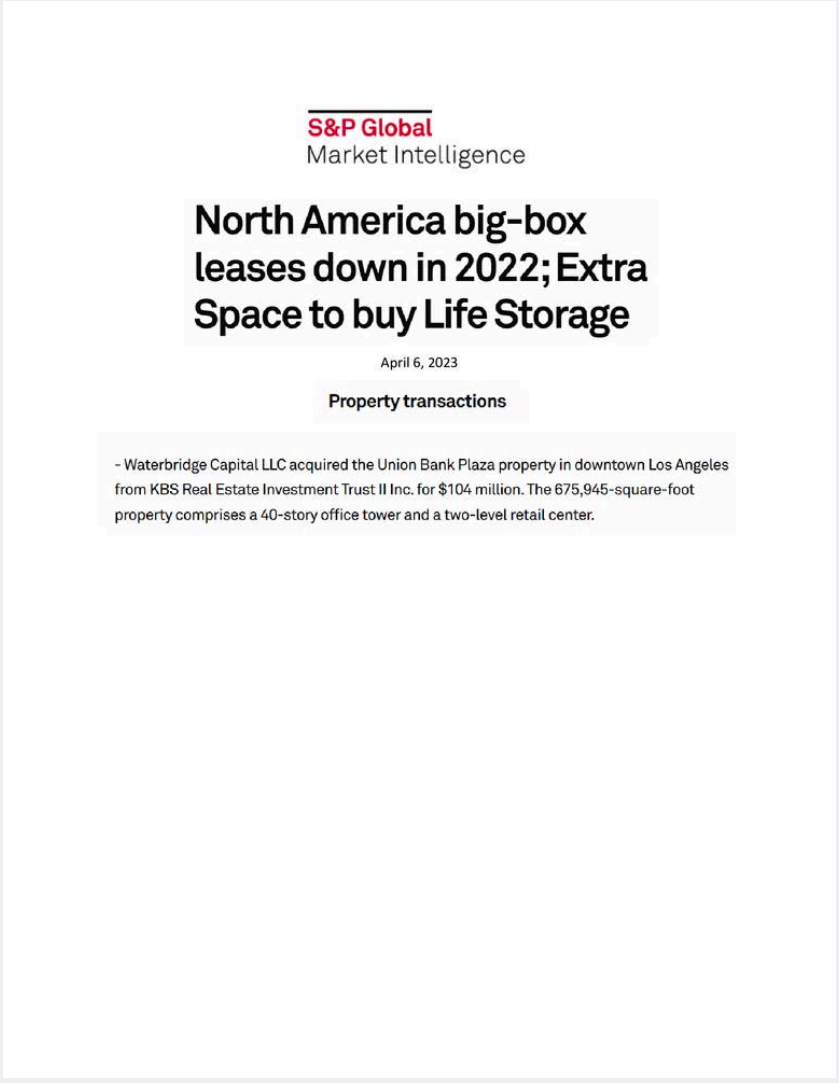
S&P Global

We provide Essential Intelligence: the powerful combination of the right data, connected technologies, and experts that enables our customers to make decisions with...



S&P Global
Market Intelligence

North America big-box leases down in 2022; Extra Space to buy Life Storage

April 6, 2023

Property transactions

- Waterbridge Capital LLC acquired the Union Bank Plaza property in downtown Los Angeles from KBS Real Estate Investment Trust II Inc. for $104 million. The 675,945-square-foot property comprises a 40-story office tower and a two-level retail center.

April 06, 2023 ONLINE

S&P Global (56-02429)

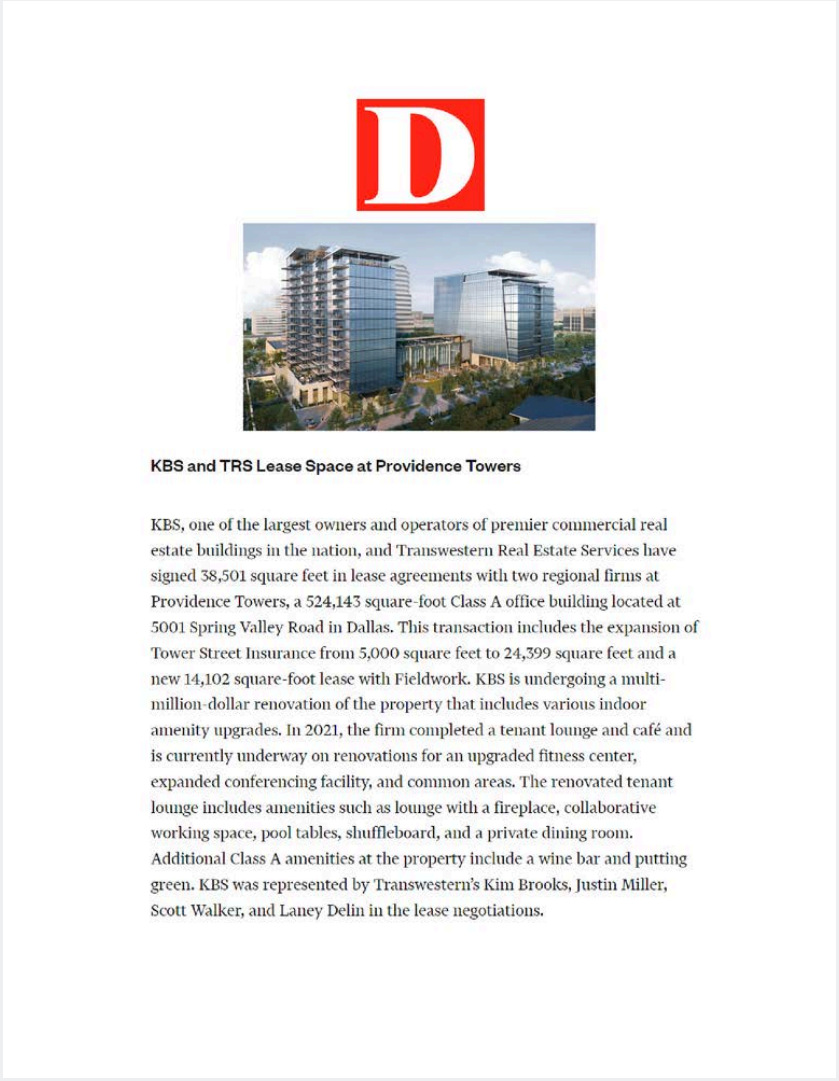
spglobal.com/marketintelligence/en/news...

Monthly Visits **47.7K**

Monthly Visits

D Magazine

Daily resource for best restaurants in Dallas, recommendations for things to do, local news and commentary on life in Dallas.



KBS and TRS Lease Space at Providence Towers

KBS, one of the largest owners and operators of premier commercial real estate buildings in the nation, and Transwestern Real Estate Services have signed 38,501 square feet in lease agreements with two regional firms at Providence Towers, a 524,143 square-foot Class A office building located at 5001 Spring Valley Road in Dallas. This transaction includes the expansion of Tower Street Insurance from 5,000 square feet to 24,399 square feet and a new 14,102 square-foot lease with Fieldwork. KBS is undergoing a multi-million-dollar renovation of the property that includes various indoor amenity upgrades. In 2021, the firm completed a tenant lounge and café and is currently underway on renovations for an upgraded fitness center, expanded conferencing facility, and common areas. The renovated tenant lounge includes amenities such as lounge with a fireplace, collaborative working space, pool tables, shuffleboard, and a private dining room. Additional Class A amenities at the property include a wine bar and putting green. KBS was represented by Transwestern's Kim Brooks, Justin Miller, Scott Walker, and Laney Delin in the lease negotiations.

October 05, 2023 ONLINE

D Magazine (56-0156)

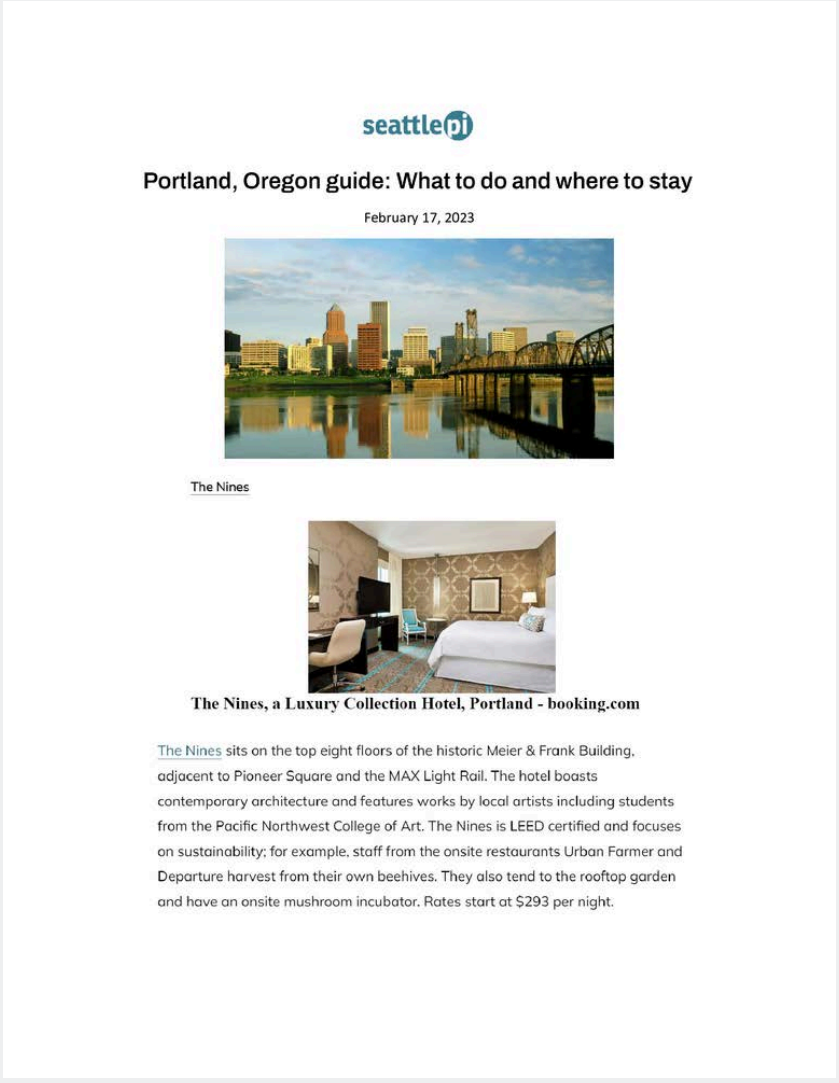
dmagazine.com/commercial-real-estate/2...

Monthly Visits **37.2K**

Monthly Visits

Seattle PI

Seattle local news, traffic, weather, business news, sports, real estate, photos and events.



seattlepi

Portland, Oregon guide: What to do and where to stay

February 17, 2023

The Nines

The Nines, a Luxury Collection Hotel, Portland - booking.com

The Nines sits on the top eight floors of the historic Meier & Frank Building, adjacent to Pioneer Square and the MAX Light Rail. The hotel boasts contemporary architecture and features works by local artists including students from the Pacific Northwest College of Art. The Nines is LEED certified and focuses on sustainability; for example, staff from the onsite restaurants Urban Farmer and Departure harvest from their own beehives. They also tend to the rooftop garden and have an onsite mushroom incubator. Rates start at $293 per night.

February 17, 2023 ONLINE

Seattle PI (56-000)

seattlepi.com/shopping/article/things-to-d...

Monthly Visits **257K**

Monthly Visits

WGN-TV

Chicago's Very Own source for breaking news, weather, sports and entertainment.

November 20, 2023 ONLINE

WGN-TV (56-0175)

wgntv.com/morning-news/around-town/ar...

Monthly Visits **1.89M**

Monthly Visits

The Business Times

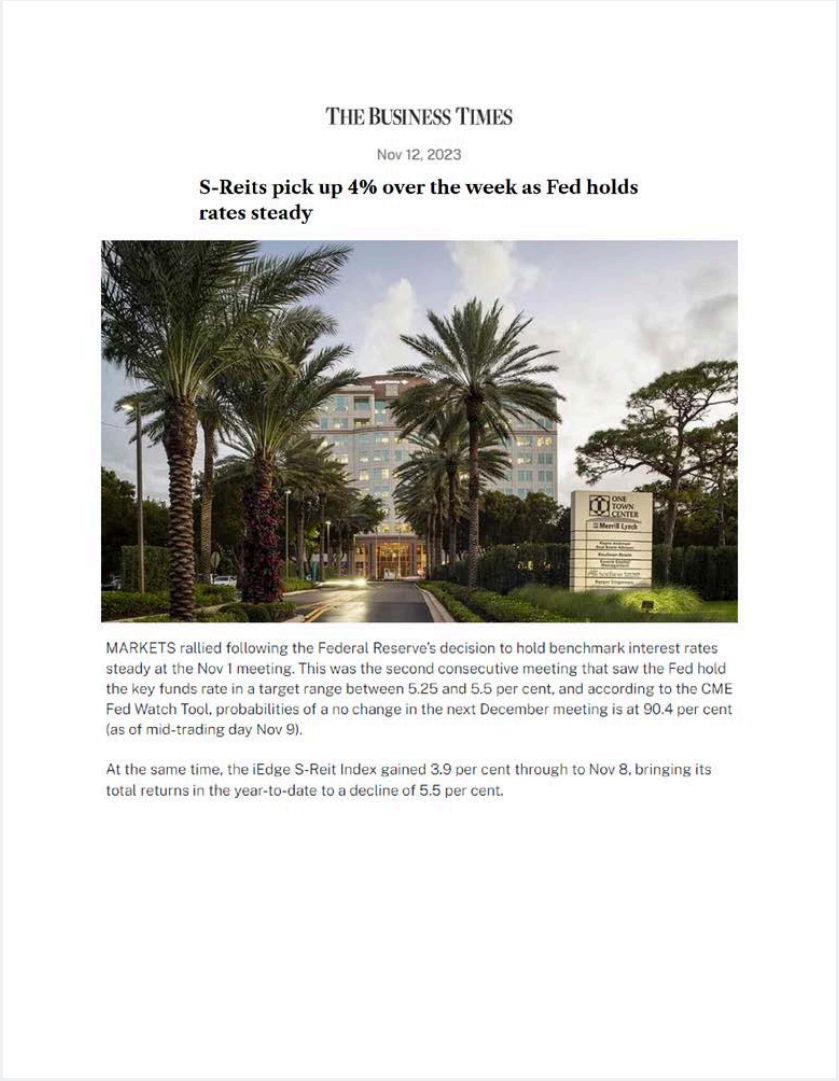
November 12, 2023 ONLINE

The Business Times (56-000)

businesstimes.com.sg/companies-market...

Monthly Visits **2.54M**

Monthly Visits



THE BUSINESS TIMES

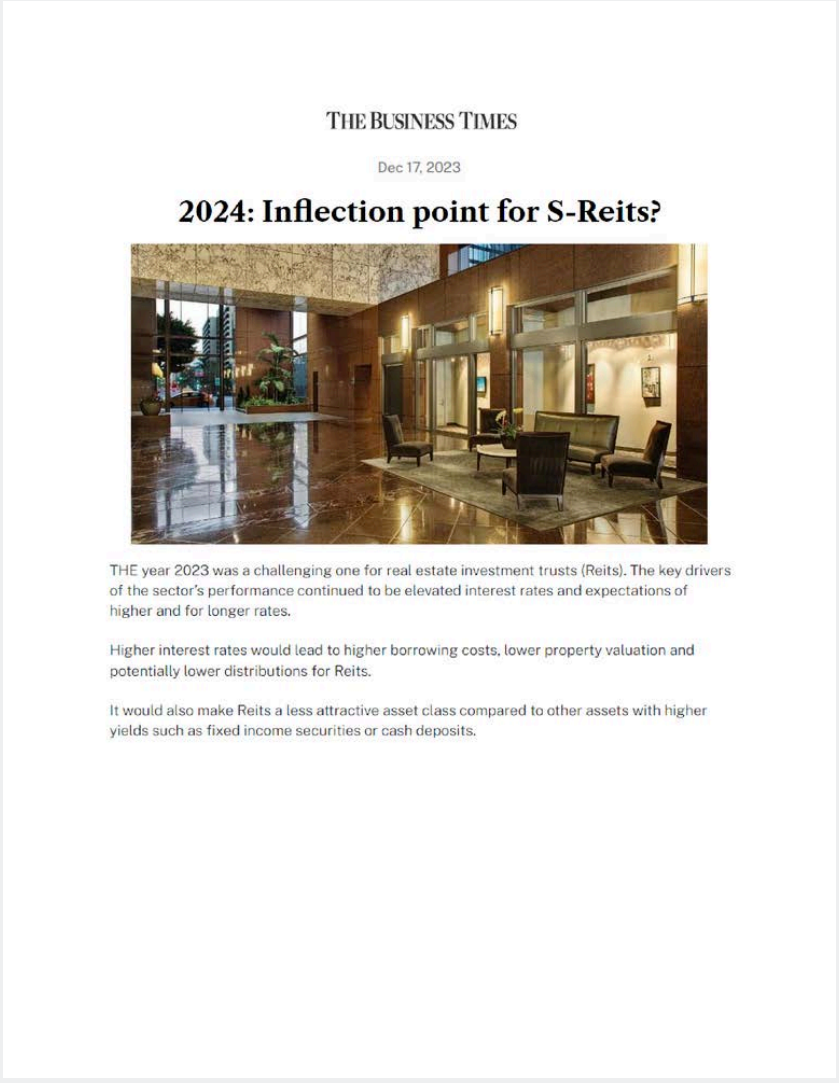
Nov 12, 2023

S-Reits pick up 4% over the week as Fed holds rates steady

MARKETS rallied following the Federal Reserve's decision to hold benchmark interest rates steady at the Nov 1 meeting. This was the second consecutive meeting that saw the Fed hold the key funds rate in a target range between 5.25 and 5.5 per cent, and according to the CME Fed Watch Tool, probabilities of a no change in the next December meeting is at 90.4 per cent (as of mid-trading day Nov 9).

At the same time, the iEdge S-Reit Index gained 3.9 per cent through to Nov 8, bringing its total returns in the year-to-date to a decline of 5.5 per cent.

The Business Times



THE BUSINESS TIMES

Dec 17, 2023

2024: Inflection point for S-Reits?

THE year 2023 was a challenging one for real estate investment trusts (Reits). The key drivers of the sector's performance continued to be elevated interest rates and expectations of higher and for longer rates.

Higher interest rates would lead to higher borrowing costs, lower property valuation and potentially lower distributions for Reits.

It would also make Reits a less attractive asset class compared to other assets with higher yields such as fixed income securities or cash deposits.

December 17, 2023 ONLINE

The Business Times (56-000)

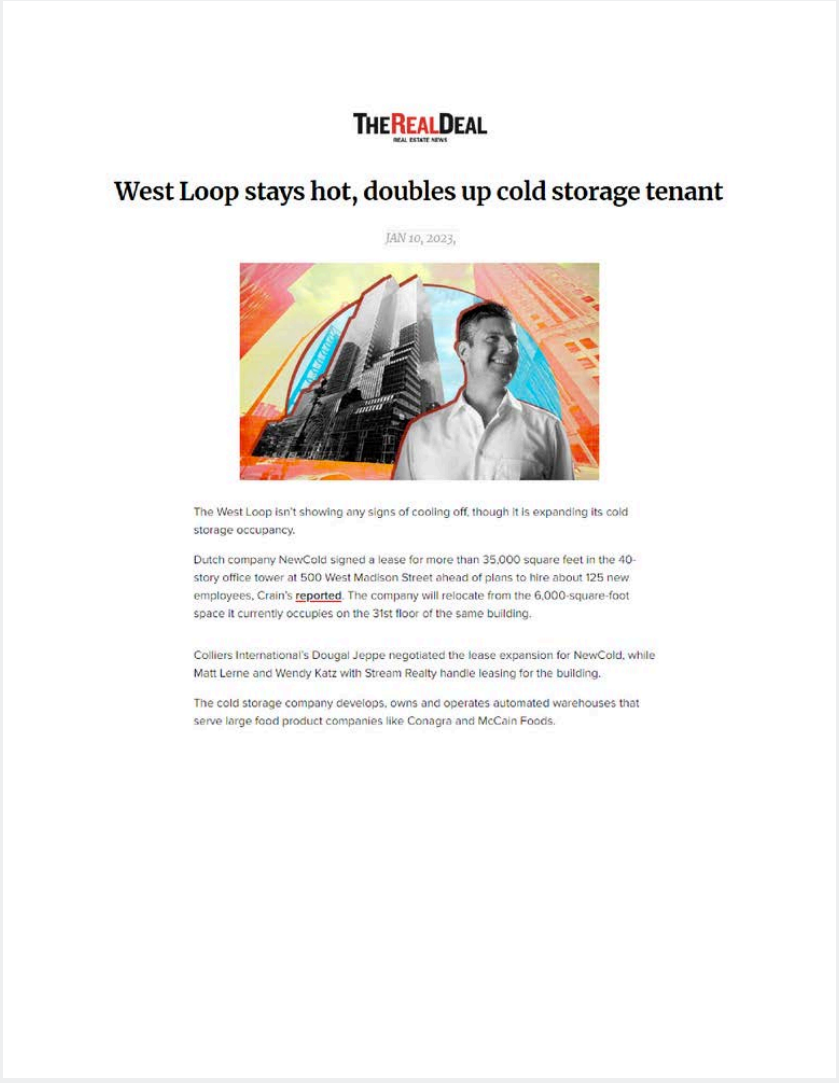
businesstimes.com.sg/companies-market...

Monthly Visits **2.54M**

Monthly Visits

The Real Deal

The Real Deal Podcast's Deconstruct The Real Deal's Isabella Farr breaks down the newest, biggest trends and concepts in real estate.



THE REAL DEAL

West Loop stays hot, doubles up cold storage tenant

JAN 10, 2023,

The West Loop isn't showing any signs of cooling off, though it is expanding its cold storage occupancy.

Dutch company NewCold signed a lease for more than 35,000 square feet in the 40-story office tower at 500 West Madison Street ahead of plans to hire about 125 new employees, Crain's reported. The company will relocate from the 6,000-square-foot space it currently occupies on the 31st floor of the same building.

Colliers International's Dougal Jeppe negotiated the lease expansion for NewCold, while Matt Lerne and Wendy Katz with Stream Realty handle leasing for the building.

The cold storage company develops, owns and operates automated warehouses that serve large food product companies like Conagra and McCain Foods.

January 10, 2023 ONLINE

The Real Deal (56-000)

preview.therealdeal.com/chicago/2023/0...

Monthly Visits **871K**

Monthly Visits

November 19, 2023 ONLINE

The Business Times (56-000)

businesstimes.com.sg/companies-market...

Monthly Visits **2.54M**

Monthly Visits

THE BUSINESS TIMES

Nov 19, 2023

US and UK office S-Reits average 54 per cent rebound in November

PRICES of Reits have been sensitive to interest rates as evident by recent global movements. As 10-year US Government Bond yields dropped from the highs seen in mid-October, the S-Reits' benchmark – iEdge S-Reit Index – gained 7.2 per cent on a total return basis in the November month to date till Nov 16. This narrowed the year-to-date decline of the index from 9.0 per cent as at end-October to 2.4 per cent.

All S-Reits and property trusts recorded positive total returns in the month to date till Nov 16, except for Dasin Retail Trust. : CEDU -12.5% Among them, 10 recorded double-digit gains, averaging 28.9 per cent. Most of the 10 trusts have the majority of their assets under management outside of Singapore.

The Business Times

THE BUSINESS TIMES

Singapore shares track Wall Street losses; STI down 0.4%

JAN 19, 2023

Prime US Reit : OXMU 0% topped the chart for best-performing real estate investment trusts (Reits), with a 5.8 per cent jump in its unit price to US$0.455. This came after brokerage UOB Kay Hian initiated coverage on the Reit with a "buy" call and a target price of US$0.78. The brokerage wrote that Prime US Reit "will benefit from a flight to quality".

January 19, 2023 ONLINE

The Business Times (56-000)

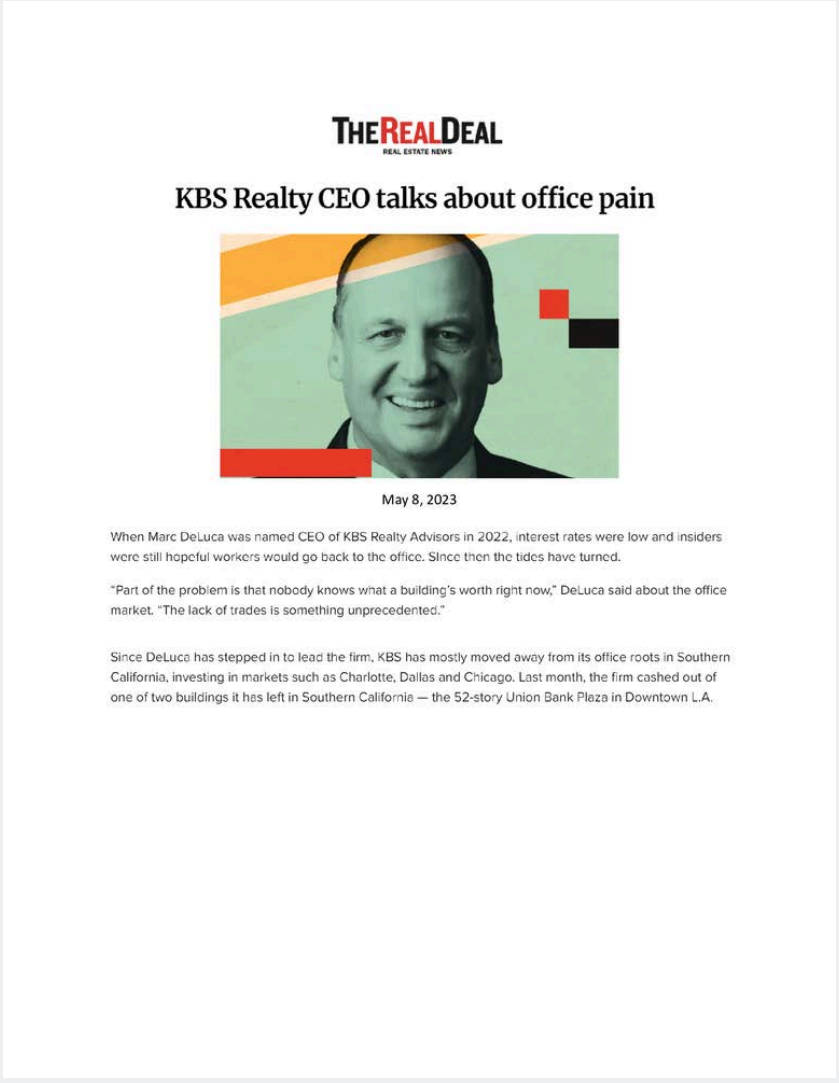
businesstimes.com.sg/companies-market...

Monthly Visits **453K**

Monthly Visits

The Real Deal

The Real Deal is the leading source for real estate news and information. Covering the deals, developments and policies that matter.



THE REAL DEAL
REAL ESTATE NEWS

KBS Realty CEO talks about office pain

May 8, 2023

When Marc DeLuca was named CEO of KBS Realty Advisors in 2022, interest rates were low and insiders were still hopeful workers would go back to the office. Since then the tides have turned.

"Part of the problem is that nobody knows what a building's worth right now," DeLuca said about the office market. "The lack of trades is something unprecedented."

Since DeLuca has stepped in to lead the firm, KBS has mostly moved away from its office roots in Southern California, investing in markets such as Charlotte, Dallas and Chicago. Last month, the firm cashed out of one of two buildings it has left in Southern California — the 52-story Union Bank Plaza in Downtown L.A.

May 08, 2023 ONLINE

The Real Deal (56-066)

therealdeal.com/la/2023/05/08/kbs-realt...

Monthly Visits **871K**

Monthly Visits

The Business Times

THE BUSINESS TIMES

Buybacks, director transactions resume at a lively pace

March 12, 2023

Prime US Reit

Following, the retirement of Prime US Reit Management CEO Barbara Ruth Cambon, Harmeet Singh Bedi has been appointed as CEO of the manager with effect from Mar 8.

Singh was previously deputy CEO and CFO of the manager and maintains a 0.06 per cent direct interest in Prime US Reit.

Based in Singapore, Bedi works closely with the board and management team to define and execute the overall corporate and growth strategy for Prime, while overseeing its strategic development, day-to-day management, and operations.

He has close to 30 years of investment and commercial banking experience in Singapore, Hong Kong, and India.

Prime US Reit : OXMU -8.96% offers investors unique exposure to a high-quality portfolio of 14 Class A freehold office properties which are strategically located in 13 key US office markets.

March 12, 2023 ONLINE

The Business Times (56-000)

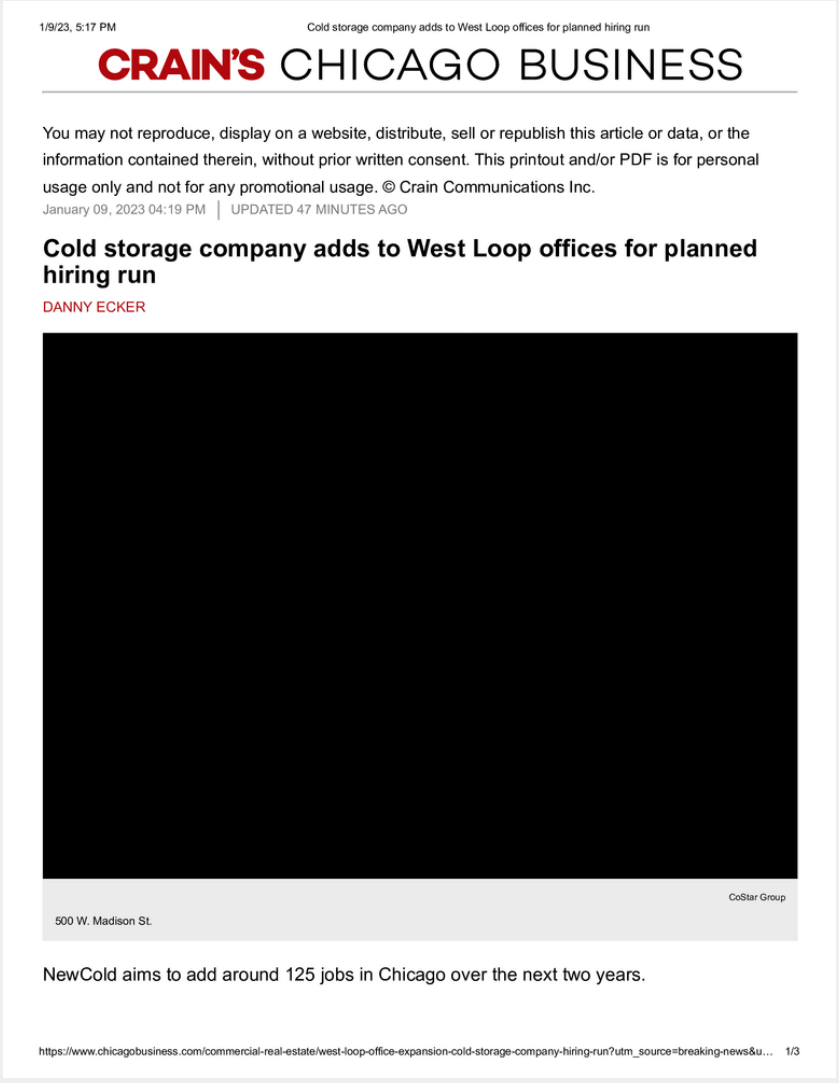
businesstimes.com.sg/companies-market...

Monthly Visits **453K**

Monthly Visits

Crain's Chicago Business

Read the latest business news and analytics including healthcare, real estate, manufacturing, government, sports and more from Crain's Chicago Business.



1/9/23, 5:17 PM Cold storage company adds to West Loop offices for planned hiring run

CRAIN'S CHICAGO BUSINESS

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January 09, 2023 04:19 PM | UPDATED 47 MINUTES AGO

Cold storage company adds to West Loop offices for planned hiring run

DANNY ECKER

CoStar Group

500 W. Madison St.

NewCold aims to add around 125 jobs in Chicago over the next two years.

January 09, 2023 ONLINE

Crain's Chicago Business (56-000)

chicagobusiness.com/commercial-real-es...

Monthly Visits **409K**

Monthly Visits

A Dutch cold storage logistics company that plans to hire around 125 people in Chicago over the next two years has expanded its West Loop office to make room for them.

NewCold, which planted its U.S. headquarters in Chicago in 2020, has signed a lease for 35,564 square feet in the 40-story tower at 500 W. Madison St., the company confirmed. NewCold plans to relocate in the second quarter from its 6,000-square-foot space on the building's 31st floor.

MORE
Rewards app company inks West Loop office lease

New York developer plans second 15-story West Loop office project

The expansion is good news for not only the tower's owner, but all downtown landlords as the amount of available office space in the city sits at a record high. NewCold's decision to beef up its workspace belies the broader movement of tenants shrinking their offices amid the rise of remote work. It's also a declaration about the importance of physical workspace for client interaction and in-person collaboration, key benefits landlords are stressing as effects of the COVID-19 pandemic wane.

Netherlands-based NewCold, which develops, owns and operates automated warehouses that food service giants like Conagra and McCain Foods use for their cold storage supply chains, moved its Chicago office to 500 W. Madison in 2021. It has since grown there to around 75 local employees, with plans to reach 200 over the next two years, said Vice President of Business Development Jonas Swarttouw.

"Our vision on the use of the office hasn't changed," Swarttouw said. While the company was set up to accommodate remote workers before the pandemic, "the only thing we said that accelerated (the Chicago office's) growth was to build a team and culture and learn from each other in an accelerated way. The best way to do that is at the same place."

Swarttouw said his company chose Chicago as its U.S. home for the city's deep pool of tech-savvy talent well-versed in logistics, as well as the city's large base of food companies. NewCold explored other office options downtown before deciding to stay in the building attached to Ogilvie Transportation Center to maintain an easy commute from around the Chicago area, Swarttouw said.

Chicago is a hub for logistics-focused companies, and "we're super proud to be here and be part of that," he said. "Hopefully NewCold will be a name that people will recognize in the future as part of that high-tech, logistics ecosystem."

The company has 15 automated warehouse facilities worldwide, including one that recently opened in Lebanon, Ind., according to its website. Demand for such cold storage spaces was strong before the pandemic but was accelerated by the crisis as companies were forced to revamp their supply chains. Swarttouw declined to share the company's annual revenue.

NewCold's expansion adds to a run of leasing momentum at 500 W. Madison St., which is owned by Newport Beach, Calif.-based KBS Realty Advisors. KBS locked in its anchor tenant in 2019 when it signed a 225,000-square-foot lease with Accenture—a deal that included naming rights to the building—then began a roughly $22 million renovation that included a new outdoor deck and tenant lounge. The firm recently inked a nearly 42,000-square-foot lease with Zoro, an online shopping offshoot of maintenance supply giant W.W. Grainger.

The tower at 500 W. Madison is 96% leased, according to real estate information company CoStar Group. The average for top-tier, or Class A, office buildings downtown at the end of the year was 83.3%, according to data from CBRE.

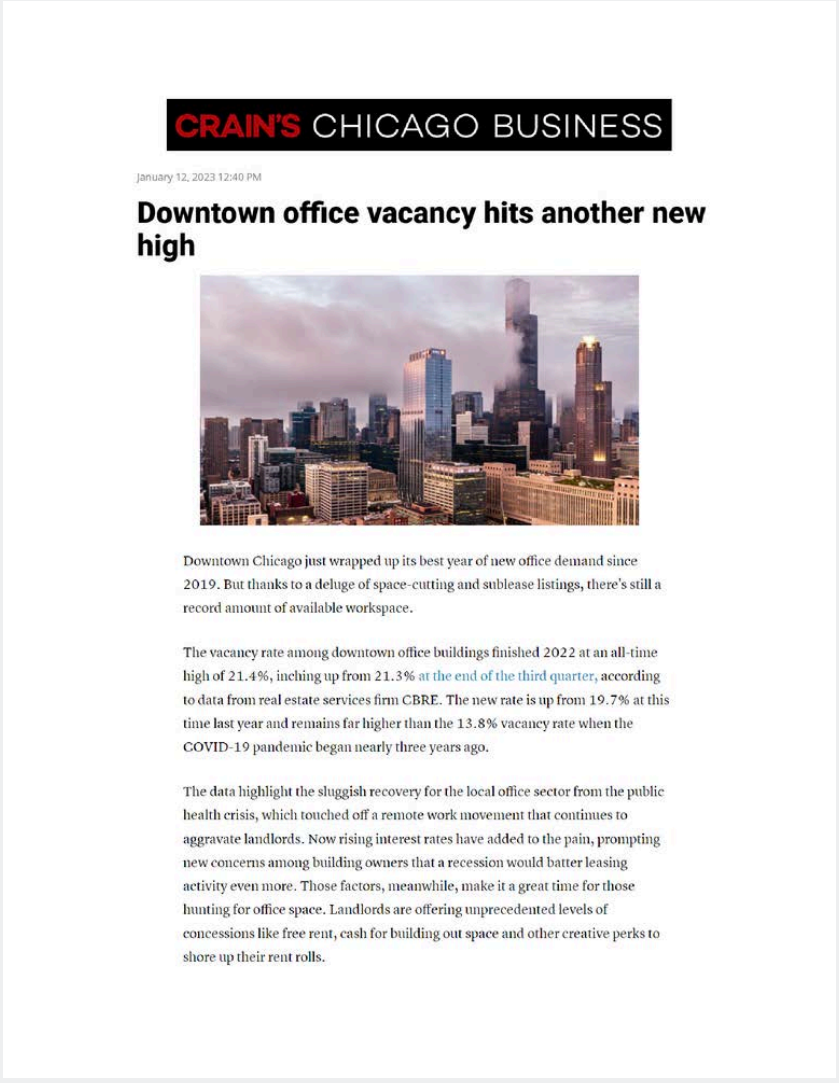
Colliers International Executive Vice President Dougal Jeppe negotiated the lease expansion on behalf of NewCold. Matt Lerner and Wendy Katz of Stream Realty Partners oversee leasing at 500 W. Madison.

Inline Play

Source URL: *https://www.chicagobusiness.com/commercial-real-estate/west-loop-office-expansion-cold-storage-company-hiring-run*

Crain's Chicago Business

Read the latest business news and analytics including healthcare, real estate, manufacturing, government, sports and more from Crain's Chicago Business.



CRAIN'S CHICAGO BUSINESS

January 12, 2023 12:40 PM

Downtown office vacancy hits another new high

Downtown Chicago just wrapped up its best year of new office demand since 2019. But thanks to a deluge of space-cutting and sublease listings, there's still a record amount of available workspace.

The vacancy rate among downtown office buildings finished 2022 at an all-time high of 21.4%, inching up from 21.3% at the end of the third quarter, according to data from real estate services firm CBRE. The new rate is up from 19.7% at this time last year and remains far higher than the 13.8% vacancy rate when the COVID-19 pandemic began nearly three years ago.

The data highlight the sluggish recovery for the local office sector from the public health crisis, which touched off a remote work movement that continues to aggravate landlords. Now rising interest rates have added to the pain, prompting new concerns among building owners that a recession would batter leasing activity even more. Those factors, meanwhile, make it a great time for those hunting for office space. Landlords are offering unprecedented levels of concessions like free rent, cash for building out space and other creative perks to shore up their rent rolls.

January 12, 2023 ONLINE

Crain's Chicago Business (56-000)

chicagobusiness.com/commercial-real-es...

Monthly Visits **409K**

Monthly Visits

Metropolis

Sign up for newsletters and updates to keep your finger on the pulse of what's next in design.

METROPOLIS

December 13, 2023

Portland's Skylab Architecture Cultivates Kinetics

Skylab first gained notice in 2005 for conceiving and designing Doug Fir Lounge, a live music venue, bar, and retro diner that became arguably Portland's hippest aughts hangout. That led to 2009's Departure Lounge, a contemporary penthouse eatery atop the historic Meier & Frank department store building, which launched celebrity-chef Gregory Gourdet's career.

December 13, 2023 ONLINE

Metropolis (56-000)

metropolismag.com/profiles/portlands-sk...

Monthly Visits **160K**

Monthly Visits

East Bay Times

East BayTimes is the leading source of breaking news, local news, sports, entertainment, lifestyle and opinion for Contra Costa County, Alameda County, Oakland and beyond

EAST BAY TIMES
Date: Wednesday, June 21, 2023
Location: WALNUT CREEK, CA
Circulation (DMA): 168,362 (6)
Type (Frequency): Newspaper (D)
Page: 3
Section: Local News
Keyword: Ten Almaden

SAN JOSE

City core adds jobs but loses residents

Number of downtown office vacancies also nears an all-time high

By George Avalos
gavalos@bayareanewsgroup.com

SAN JOSE » Downtown San Jose's job market is holding steady after slowing during the coronavirus pandemic. But the number of people living in the city's urban core has dwindled and the area's office vacancy rate is approaching its highest level on record.

Those are some of the findings of a new report from the city's Economic Development and Cultural Affairs Office examining the significant challenges that continue to beset downtown San Jose.

"People define places," San Jose Mayor Matt Mahan said. "If downtown San Jose is going to become the vibrant core we all know it can be, it needs to be safe and clean enough for neighbors to want to live there."

In mid-2019, before the coronavirus outbreak, downtown San Jose boasted 43,000 jobs, according to a previously released report from the city's Economic Development Office. San Jose's downtown has just 33,700 jobs as of mid-2023, the new report states, a plunge of 21.6%.

Parts of the report suggest the city's urban core is gradually overcoming its coronavirus-spawned maladies.

The current downtown San Jose job tally is higher than last year and two years ago, according to the report, which was prepared for a meeting of the council's community and economic development committee. Last year, downtown San Jose had about 32,000 jobs, so it's climbed up about 5.3%, comparisons of current and prior city reports show.

But downtown San Jose is also experiencing a net exodus of residents, the report noted.

In 2019, the year before the pandemic began and the final 12-month stretch before the start of virus-linked business shutdowns, an estimated 22,000 people were living in downtown San Jose, city staffers reported.

The number of residents in the area rose to 24,000 in 2021, declined to 23,000 in 2022 and slipped further to slightly fewer than 21,400 as of mid-2023, prior city reports have stated.

The lack of grocery stores, home goods retailers and other kinds of stores means downtown San Jose can't offer everything residents need if they want to shop in the urban core. To buy certain goods and services, downtown San Jose residents are obliged to hop in a vehicle.

"The whole point of living downtown is you don't want to get in your car for something really essential," said David Taxin, a partner with Meacham Oppenheimer, a commercial real estate company. "You can get a meal, have a drink, or see a show in downtown San Jose. If you want groceries or retail, you have to go somewhere else."

The high office vacancy rate isn't helping.

In the first quarter of this year, downtown San Jose's vacancy rate for office space was an eye-popping 23.6%, according to an estimate cited in the report that was prepared by Cushman & Wakefield, a commercial real estate firm.

The most recent office vacancy estimate for downtown San Jose is well above the 19.4% level in the first quarter of 2022, and is approaching the all-time high vacancy rate for downtown San Jose of 25.1%, which occurred in the first quarter of 2010, Cushman & Wakefield reported.

That vacancy rate could climb higher if two key office developments, 200 Park, a Jay Paul Co. project, and Platform 16, a Boston Properties project, arrive on the market without being pre-leased. Both projects are being marketed as state-of-the-art office tech company hubs.

Other factors could also drive the vacancy rate up, including the interest in lease renewals.

"There are approximately 75 office leases comprising 525,000 square feet of space that will come up for renewal in the next 18 months," the report stated.

Despite the forbidding landscape and uncertain outlook, the report found that downtown San Jose continues to attract office tenants that struck deals for both new leases and rental renewals.

New rental transactions include the Santa Clara County Housing Authority leasing 15,000 square feet at 303 Almaden Blvd., Shutterfly renting 9,100 square feet at 10 Almaden Blvd. and Ciena taking 6,100 square feet at 50 West San Fernando St.

"Downtown San Jose isn't horrible like San Francisco, which is a disaster," Taxin said. "But something is driving people out of downtown San Jose. It's a combination of blight and not enough retail services."

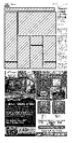
The report also highlighted the economic importance of San Jose State University, cast as a bulwark of the downtown economy.

Of the $4.1 billion in economic activity that the university generated in California during 2019, $776 million was spent in San Jose, the report stated, citing a study the university released in 2021.

San Jose State educates 36,000 students and employs 4,000 faculty and staff, the city agency stated.

"Students shop and eat in downtown businesses, ride public transportation, and contribute to the sense of vibrancy downtown," the staff report said.

Mahan said the San Jose budget the City Council recently approved can go a long way to help bolster efforts to create a safer



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CA-2146

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June 21, 2023 ONLINE

East Bay Times (56-000)

Monthly Visits **168K**

Monthly Visits

EAST BAY TIMES

Date: Wednesday, June 21, 2023
Location: WALNUT CREEK, CA
Circulation (DMA): 168,362 (6)
Type (Frequency): Newspaper (D)
Page: 3
Section: Local News
Keyword: Ten Almaden

and more vibrant downtown San Jose.

"We need to change the way we use our dollars," Mahan said. "Passing this year's budget with a focus on the basics was an important first step in what will be a long road to a better future."

KARL MONDON — STAFF PHOTOGRAPHER

Recent news regarding residents and businesses in downtown San Jose was a mixed bag.

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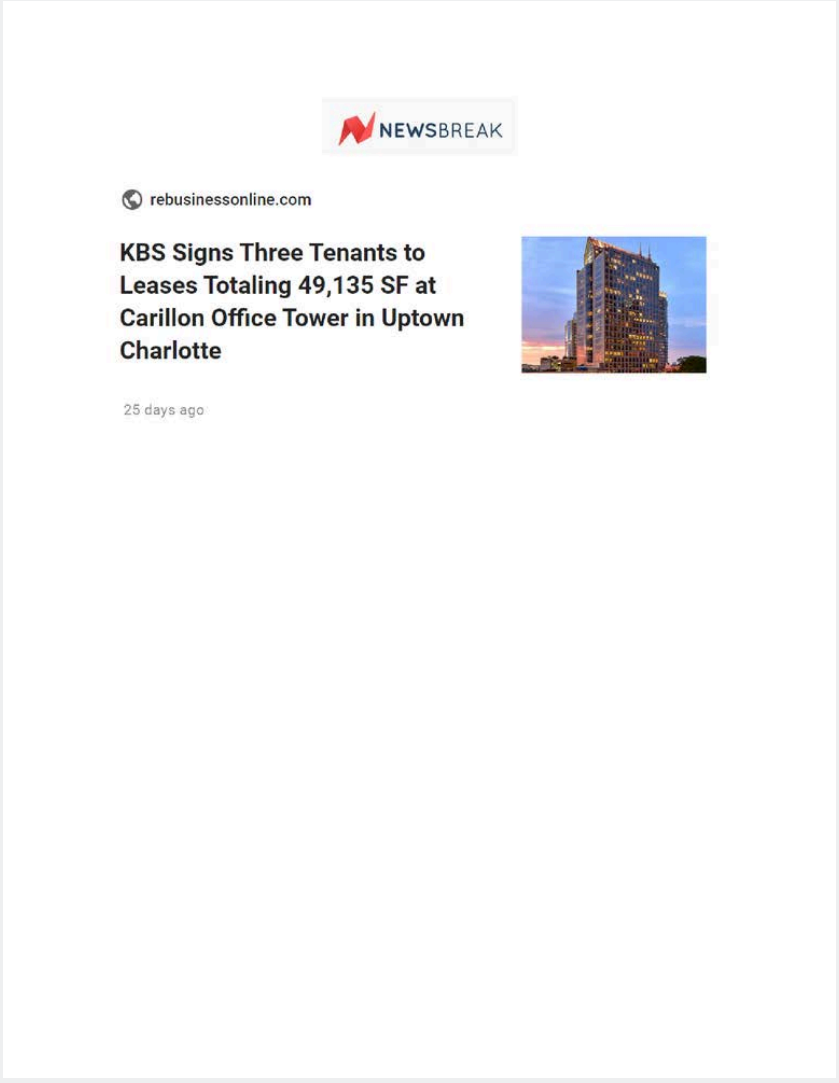
NewsBreak

NewsBreak provides latest and breaking Ashburn, VA local news, weather forecast, crime and safety reports, traffic updates, event notices, sports, entertainment, local life...



September 07, 2023 ONLINE

NewsBreak (56-0114)

newsbreak.com/charlotte-nc/31491117298...

Monthly Visits **2.17M**

Monthly Visits

Engineering News-Record

ENR.com is the bible of the construction industry, providing news and features about projects, products and people in construction, architecture and engineering.

September 27, 2023 ONLINE

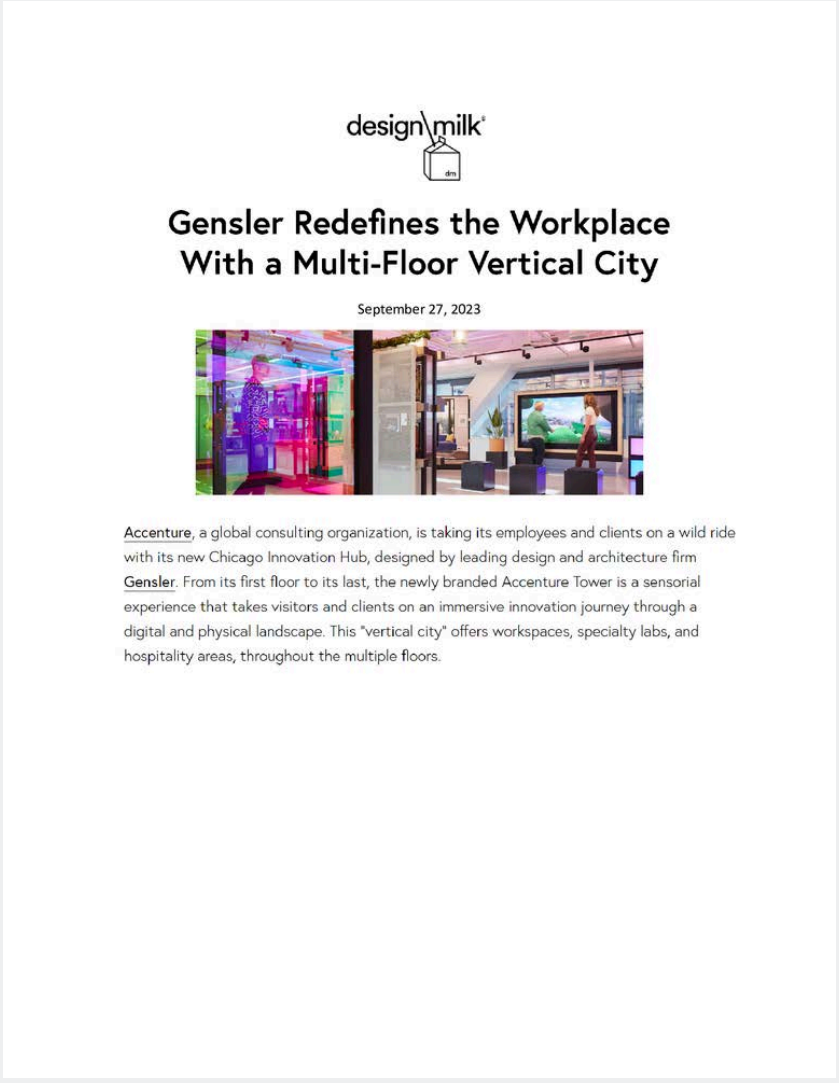
Engineering News-Record (56-000)

enr.com/articles/57183-pulse-for-the-wee...

Monthly Visits **12.2K**

Monthly Visits

Design Milk



design\milk

Gensler Redefines the Workplace With a Multi-Floor Vertical City

September 27, 2023

Accenture, a global consulting organization, is taking its employees and clients on a wild ride with its new Chicago Innovation Hub, designed by leading design and architecture firm Gensler. From its first floor to its last, the newly branded Accenture Tower is a sensorial experience that takes visitors and clients on an immersive innovation journey through a digital and physical landscape. This "vertical city" offers workspaces, specialty labs, and hospitality areas, throughout the multiple floors.

September 27, 2023 ONLINE

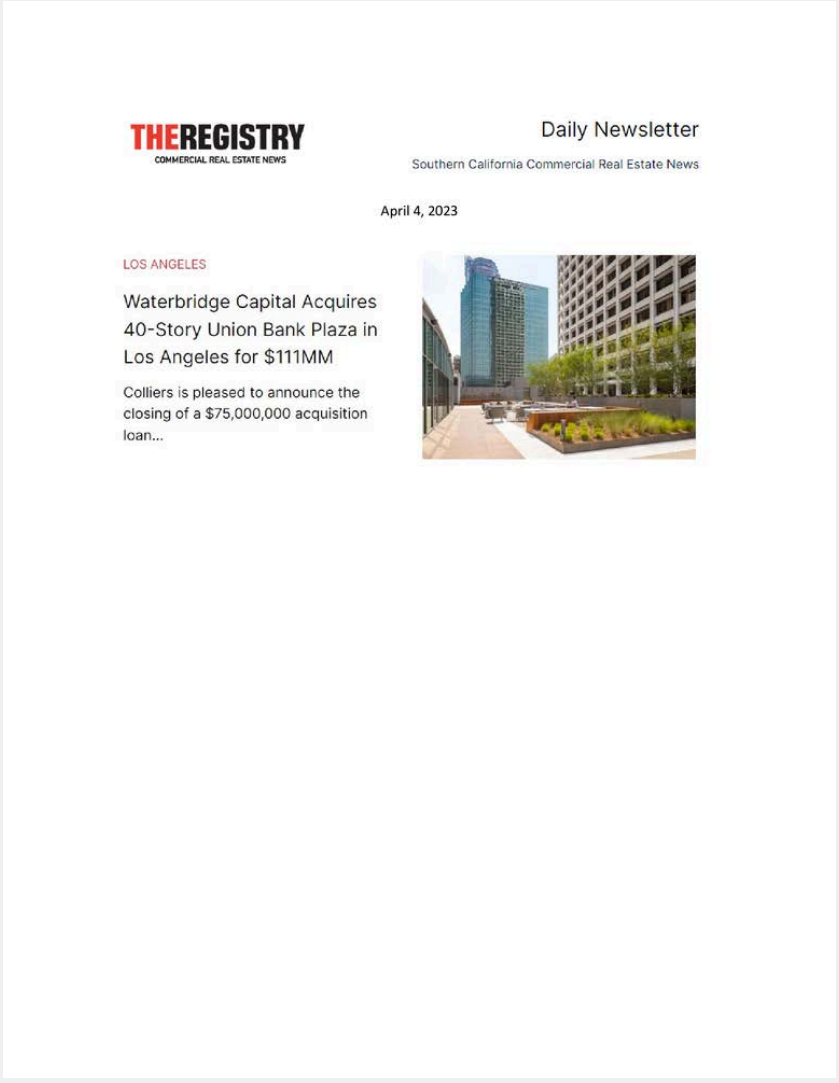
Design Milk (56-000)

design-milk.com/gensler-redefines-the-w...

Monthly Visits **11.7K**

Monthly Visits

The Registry



THEREGISTRY
COMMERCIAL REAL ESTATE NEWS

Daily Newsletter

Southern California Commercial Real Estate News

April 4, 2023

LOS ANGELES

Waterbridge Capital Acquires 40-Story Union Bank Plaza in Los Angeles for $111MM

Colliers is pleased to announce the closing of a $75,000,000 acquisition loan...

April 04, 2023 ONLINE

The Registry Newsletter (56-02429)

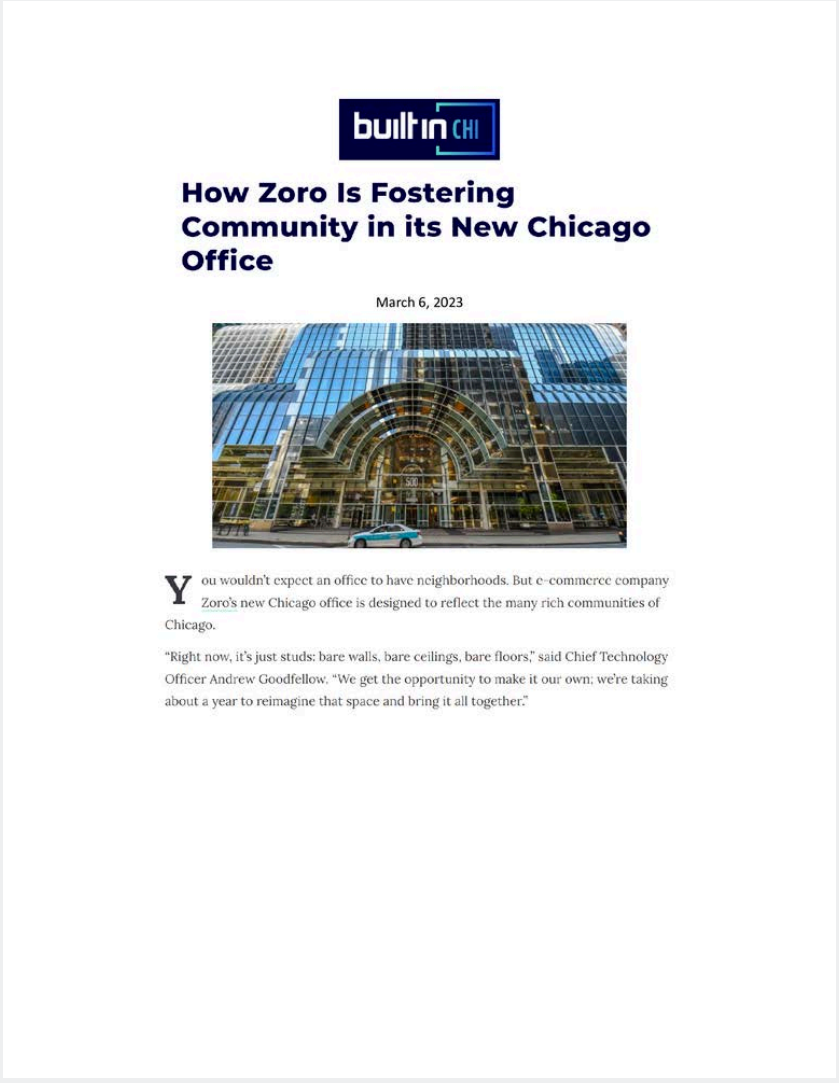
theregistrysocal.com/waterbridge-capital-...

Monthly Visits **7.65K**

Monthly Visits

Built In Chicago

Built In Chicago is the online community for Chicago startups and tech companies. Find startup jobs, tech news and events in the Chicago tech scene.



built in CHI

How Zoro Is Fostering Community in its New Chicago Office

March 6, 2023

You wouldn't expect an office to have neighborhoods. But e-commerce company Zoro's new Chicago office is designed to reflect the many rich communities of Chicago.

"Right now, it's just studs: bare walls, bare ceilings, bare floors," said Chief Technology Officer Andrew Goodfellow. "We get the opportunity to make it our own; we're taking about a year to reimagine that space and bring it all together."

March 06, 2023 ONLINE

Built In Chicago (56-000)

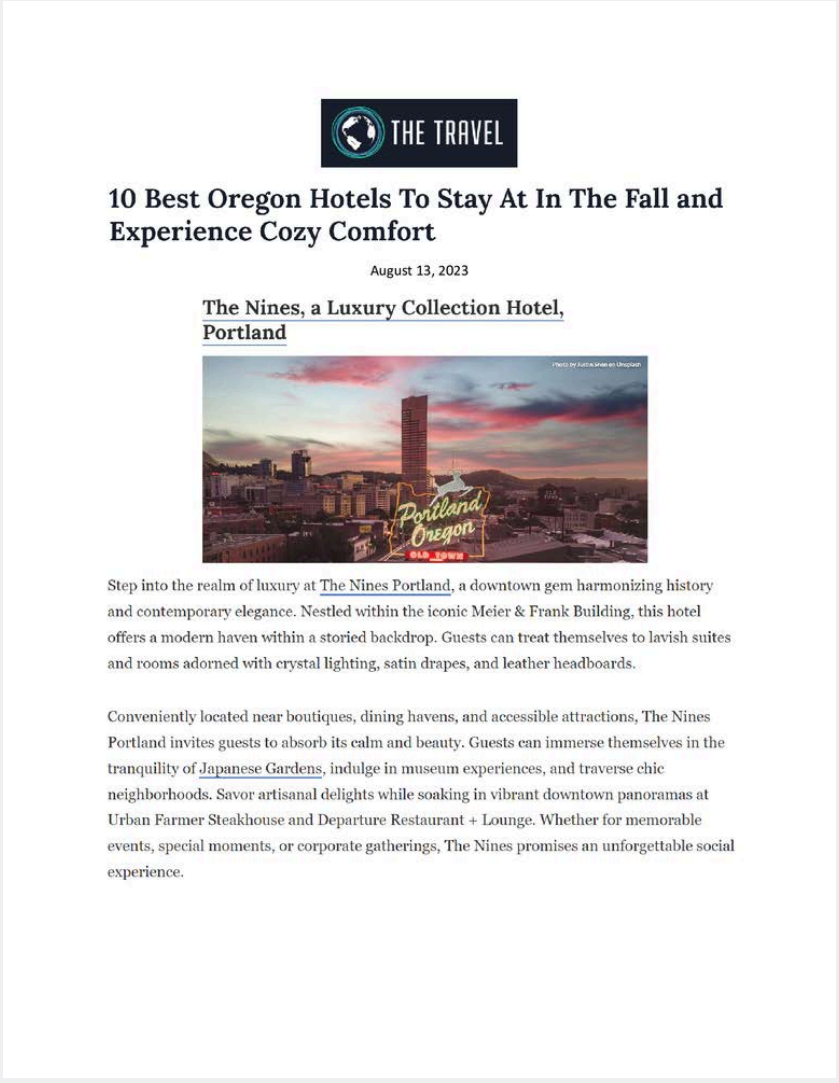
builtinchicago.org/brand-studio/zoro-fost...

Monthly Visits **199K**

Monthly Visits

TheTravel

Inspirational travel destinations, must do bucket list ideas and all in one guides. Everything you need for your next trip.



THE TRAVEL

10 Best Oregon Hotels To Stay At In The Fall and Experience Cozy Comfort

August 13, 2023

The Nines, a Luxury Collection Hotel, Portland

Step into the realm of luxury at The Nines Portland, a downtown gem harmonizing history and contemporary elegance. Nestled within the iconic Meier & Frank Building, this hotel offers a modern haven within a storied backdrop. Guests can treat themselves to lavish suites and rooms adorned with crystal lighting, satin drapes, and leather headboards.

Conveniently located near boutiques, dining havens, and accessible attractions, The Nines Portland invites guests to absorb its calm and beauty. Guests can immerse themselves in the tranquility of Japanese Gardens, indulge in museum experiences, and traverse chic neighborhoods. Savor artisanal delights while soaking in vibrant downtown panoramas at Urban Farmer Steakhouse and Departure Restaurant + Lounge. Whether for memorable events, special moments, or corporate gatherings, The Nines promises an unforgettable social experience.

August 13, 2023 ONLINE

TheTravel (56-000)

thetravel.com/oregon-hotels-fall/

Monthly Visits **126K**

Monthly Visits

Head Topics
Select Your Country: Breaking News & Headlines

September 26, 2023 ONLINE

Head Topics (56-000)

headtopics.com/sg/19-resale-hdb-flats-th...

HEAD TOPICS SINGAPORE

19 resale HDB flats that may be more valuable now (thanks to the Prime/Plus model)

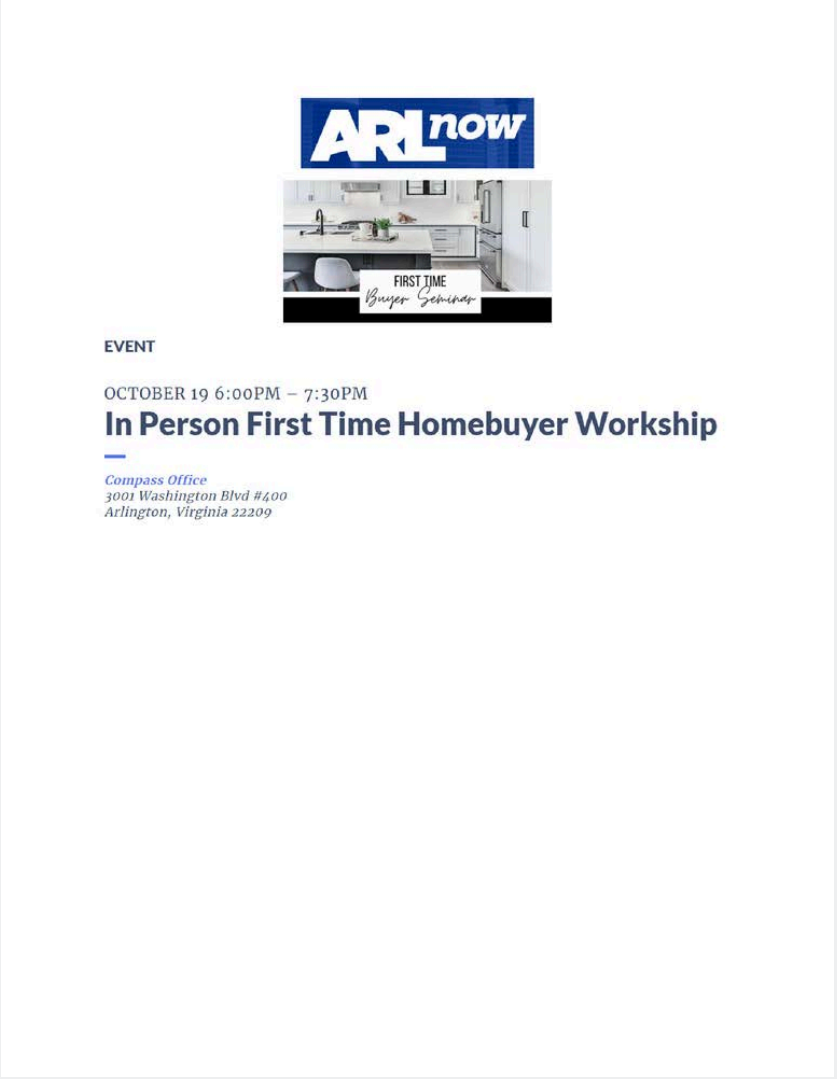
September 26, 2023

Cindy Teo is Prime US Reit's new CFO

Prime US Reit Management appointed Cindy Teo as the real estate investment trust's new chief financial officer (CFO), starting 25 September 2023.

ARLnow

ARLnow.com is the up-to-the-minute source for breaking news, weather, traffic, politics, events and community happenings in Arlington, Virginia.



September 20, 2023 ONLINE

ARLnow (56-000)

arlnow.com/events/in-person-first-time-ho...

Monthly Visits **3.32K**

Monthly Visits

Bisnow

Commercial real estate news, events, recruiting solutions, and marketing services.
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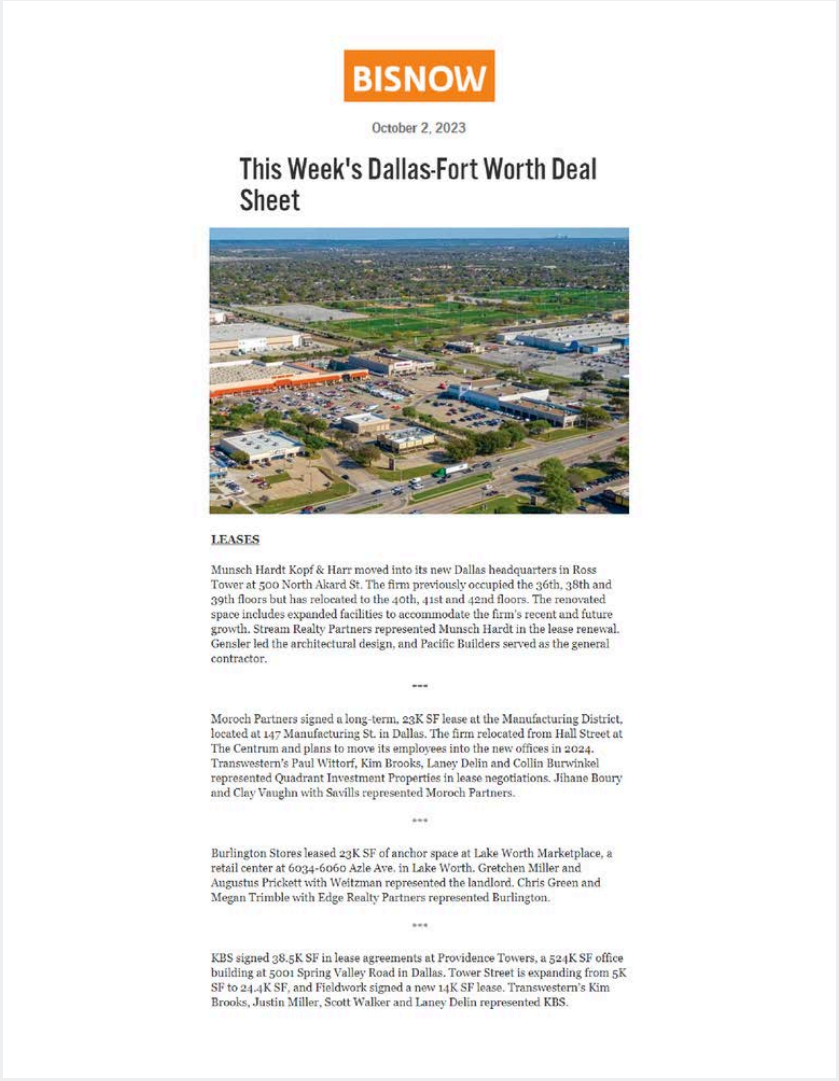

BISNOW

October 2, 2023

This Week's Dallas-Fort Worth Deal Sheet

LEASES

Munsch Hardt Kopf & Harr moved into its new Dallas headquarters in Ross Tower at 500 North Akard St. The firm previously occupied the 36th, 38th and 39th floors but has relocated to the 40th, 41st and 42nd floors. The renovated space includes expanded facilities to accommodate the firm's recent and future growth. Stream Realty Partners represented Munsch Hardt in the lease renewal. Gensler led the architectural design, and Pacific Builders served as the general contractor.

Moroch Partners signed a long-term, 23K SF lease at the Manufacturing District, located at 147 Manufacturing St. in Dallas. The firm relocated from Hall Street at The Centrum and plans to move its employees into the new offices in 2024. Transwestern's Paul Wittorf, Kim Brooks, Laney Delin and Collin Burwinkel represented Quadrant Investment Properties in lease negotiations. Jihane Boury and Clay Vaughn with Savills represented Moroch Partners.

Burlington Stores leased 23K SF of anchor space at Lake Worth Marketplace, a retail center at 6034-6060 Azle Ave. in Lake Worth. Gretchen Miller and Augustus Prickett with Weitzman represented the landlord. Chris Green and Megan Trimble with Edge Realty Partners represented Burlington.

KBS signed 38.5K SF in lease agreements at Providence Towers, a 524K SF office building at 5001 Spring Valley Road in Dallas. Tower Street is expanding from 5K SF to 24.4K SF, and Fieldwork signed a new 14K SF lease. Transwestern's Kim Brooks, Justin Miller, Scott Walker and Laney Delin represented KBS.

October 02, 2023 ONLINE

Bisnow (56-0156)

bisnow.com/dallas-ft-worth/news/deal-sh...

Domain Authority **250K**

Domain Authority

Real Estate Weekly

April 06, 2023 ONLINE

Real Estate Weekly (56-02429)

rew-online.com/newmark-completes-two-...

Monthly Visits **4.74K**

Monthly Visits

REAL ESTATE WEEKLY

Newmark Completes Two Office Sales in DowntownLos Angeles for $157 Million

Newmark announces it has completed two separate Downtown Los Angeles office property sales, totaling approximately $157 million. The first property, Union Bank Plaza, a 675,945-square-foot mixed use office tower, sold for $111 million. The second property, 801 South Grand, a 215,097-square-foot office tower, sold for approximately $46 million.

Newmark Co-Head, U.S. Capital Markets Kevin Shannon, Executive Managing Directors Ken White and Rob Hannan and Senior Managing Directors Laura Stumm and Michael Moll, and Associate Director Alex Beaton represented the sellers in both transactions – KBS on the sale of Union Bank Plaza to buyer Waterbridge and CIM on the sale of 801 South Grand to buyer Elat Properties.

"Both of these Downtown Los Angeles office sales got done ahead of the new Mansion Tax, which was an important driver. These transactions clearly demonstrate the tremendous basis advantage available for contrarian investors, which will allow them to be extremely competitive to attract new tenants," said Shannon.

Standing 40-stories tall, Union Bank Plaza is a trophy office tower situated on a 3.6-acre oversized site that spans one city block, the largest single tower site in downtown Los Angeles. Located at 445 South Figueroa Street, the asset was 62% leased at the time of sale to a tenant roster anchored by Union Bank, which occupies 30% of the property. The property also features 27,157 square feet of retail.

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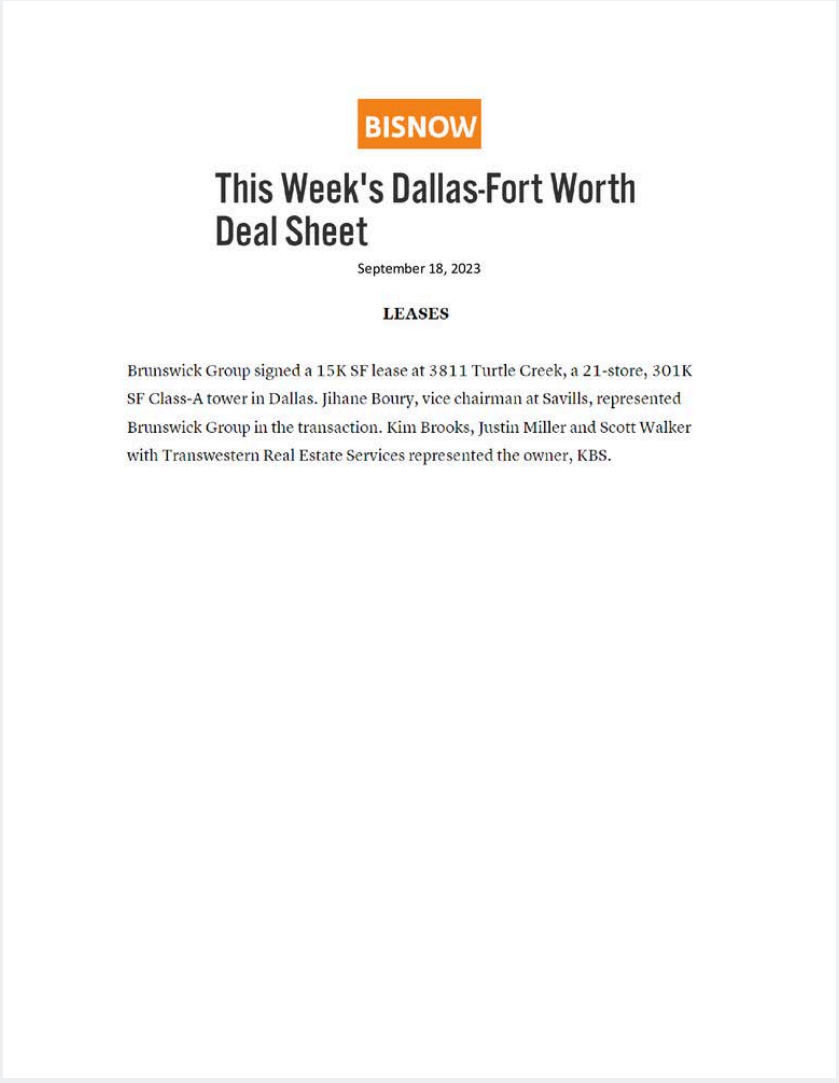

BISNOW

This Week's Dallas-Fort Worth Deal Sheet

September 18, 2023

LEASES

Brunswick Group signed a 15K SF lease at 3811 Turtle Creek, a 21-store, 301K SF Class-A tower in Dallas. Jihane Boury, vice chairman at Savills, represented Brunswick Group in the transaction. Kim Brooks, Justin Miller and Scott Walker with Transwestern Real Estate Services represented the owner, KBS.

September 18, 2023 ONLINE

Bisnow (56-0124)

bisnow.com/dallas-ft-worth/news/deal-sh...

Monthly Visits **250K**

Monthly Visits

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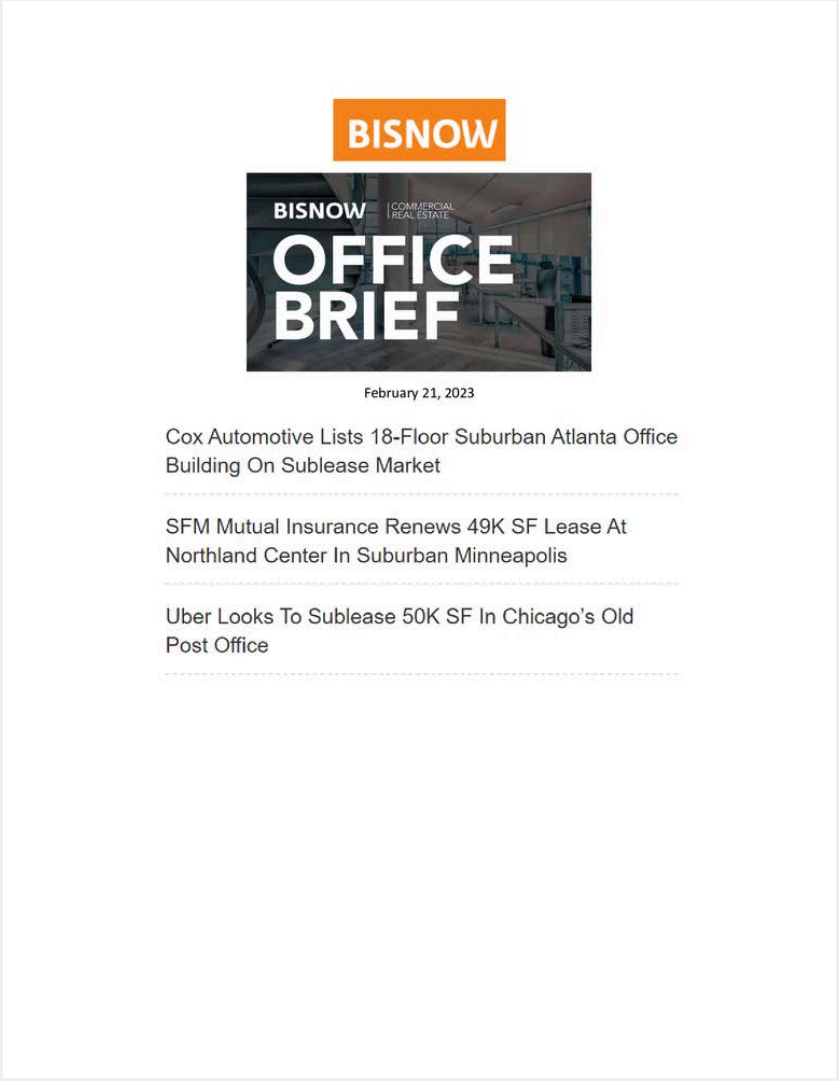
BISNOW

BISNOW COMMERCIAL REAL ESTATE

OFFICE BRIEF

February 21, 2023

Cox Automotive Lists 18-Floor Suburban Atlanta Office Building On Sublease Market

SFM Mutual Insurance Renews 49K SF Lease At Northland Center In Suburban Minneapolis

Uber Looks To Sublease 50K SF In Chicago's Old Post Office

February 21, 2023 ONLINE

Bisnow: Office Brief Newsletter (56-000)

kbs.com/insights/kbs-inks-49490-square-...

Monthly Visits **32K**

Monthly Visits

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BISNOW

This Week's Chicago Deal Sheet

January 17, 2023

LEASES

Colliers represented NewCold in expanding its North American headquarters with a new lease at Accenture Tower, located at 500 West Madison St. This expands the company's office space from 6K SF to about 35.6K SF.

***

Zoro.com signed a new lease for about 41.9K SF at Accenture Tower. Zoro.com previously occupied the 16th floor and now occupies the 39th and 40th floors.

January 17, 2023 ONLINE

Bisnow (56-000)

bisnow.com/chicago/news/deal-sheet/thi...

Monthly Visits **250K**

Monthly Visits

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BISNOW

This Week's Chicago Deal Sheet

January 24, 2023

CONSTRUCTION AND DEVELOPMENT

Western Specialty Contractors and KBS are completing the restoration of a curtain wall at Accenture Tower, located at 500 West Madison St. KBS contracted with Western Specialty Contractors' Chicago facades branch in 2021 to restore the existing curtain wall at the 1.5M SF Class-A office and retail building. The project includes removing and replacing the original sealants on the 588-foot-tall curtain wall and bridge over Canal Street. Work is expected to continue through 2025.

January 24, 2023 ONLINE

Bisnow (56-02460)

bisnow.com/chicago/news/deal-sheet/thi...

Monthly Visits **250K**

Monthly Visits

Bisnow

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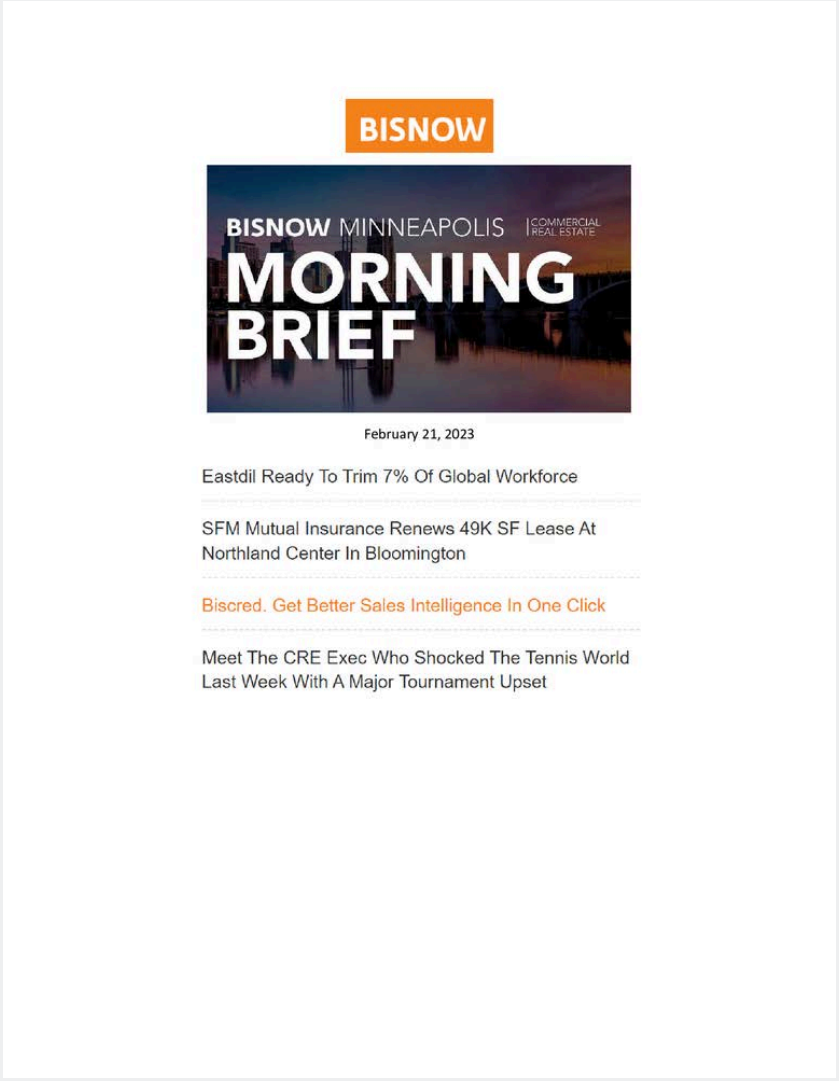

BISNOW

BISNOW MINNEAPOLIS | COMMERCIAL REAL ESTATE

MORNING BRIEF

February 21, 2023

Eastdil Ready To Trim 7% Of Global Workforce

SFM Mutual Insurance Renews 49K SF Lease At Northland Center In Bloomington

Biscred. Get Better Sales Intelligence In One Click

Meet The CRE Exec Who Shocked The Tennis World Last Week With A Major Tournament Upset

February 21, 2023 ONLINE

Bisnow: Morning Brief Newsletter (56-000)

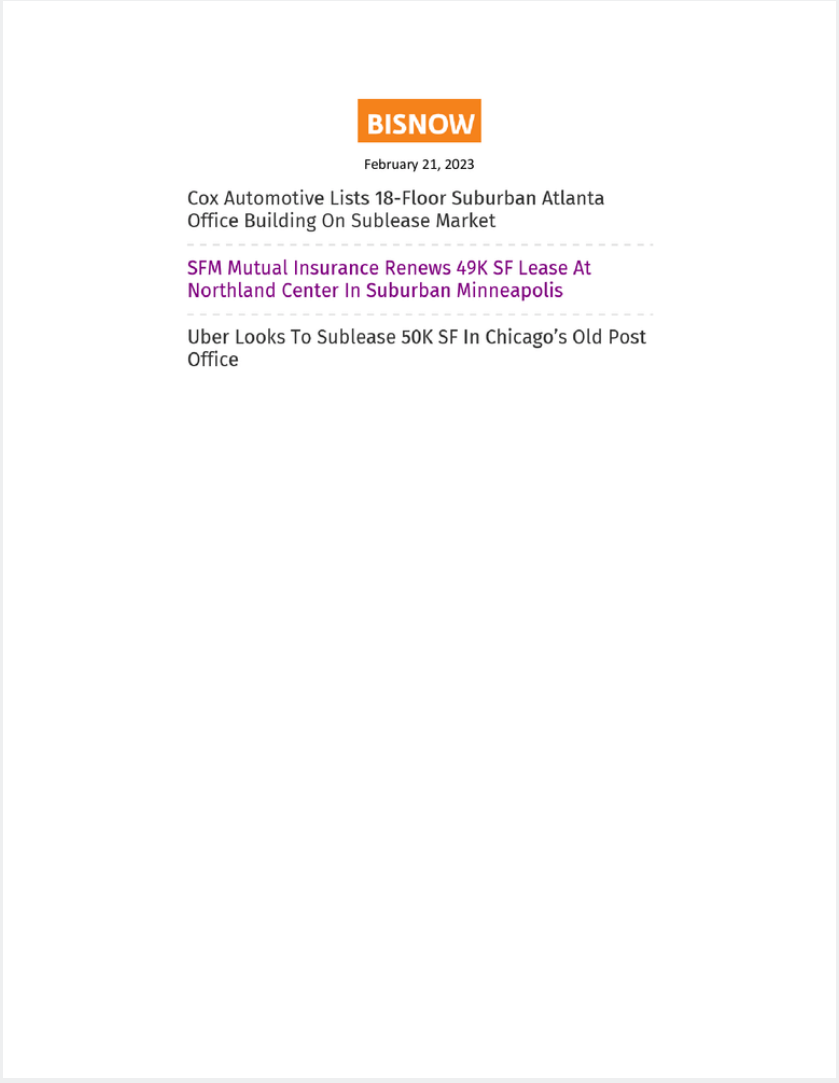
kbs.com/insights/kbs-inks-49490-square-...

Monthly Visits **11K**

Monthly Visits

Bisnow

Commercial real estate news, events, recruiting solutions, and marketing services.
Create a free account to access the largest B2B CRE platform in the world.



BISNOW

February 21, 2023

Cox Automotive Lists 18-Floor Suburban Atlanta Office Building On Sublease Market

SFM Mutual Insurance Renews 49K SF Lease At Northland Center In Suburban Minneapolis

Uber Looks To Sublease 50K SF In Chicago's Old Post Office

February 21, 2023 ONLINE

Bisnow Office Brief Newsletter (56-000)

kbs.com/insights/kbs-inks-49490-square-...

Monthly Visits **32K**

Monthly Visits

Wealth Management

Wealthmanagement.com helps Advisors and Wealth professionals with practice management, investments, fintech and market trends to grow client relationships.

Wealth Management.com

Current Market Presents Opportunity for Strategic Investment in Office Assets

May 5, 2023

To say the office sector has recently experienced some challenges may seem like an understatement. Yet while pandemic shutdowns, political unrest, resultant hybrid and remote work policies and current economic uncertainty seem daunting, they are definitely not insurmountable.

As one of the largest owners and operators of premier office properties throughout the nation, KBS has experienced the highs and lows of this sector and is still thriving after more than 30 years. While some investors may be trying to liquidate their portfolios from office assets due to these ups and downs, established investment firms recognize that real estate is center on cyclical events see the

May 05, 2023 ONLINE

Wealth Management (56-043)

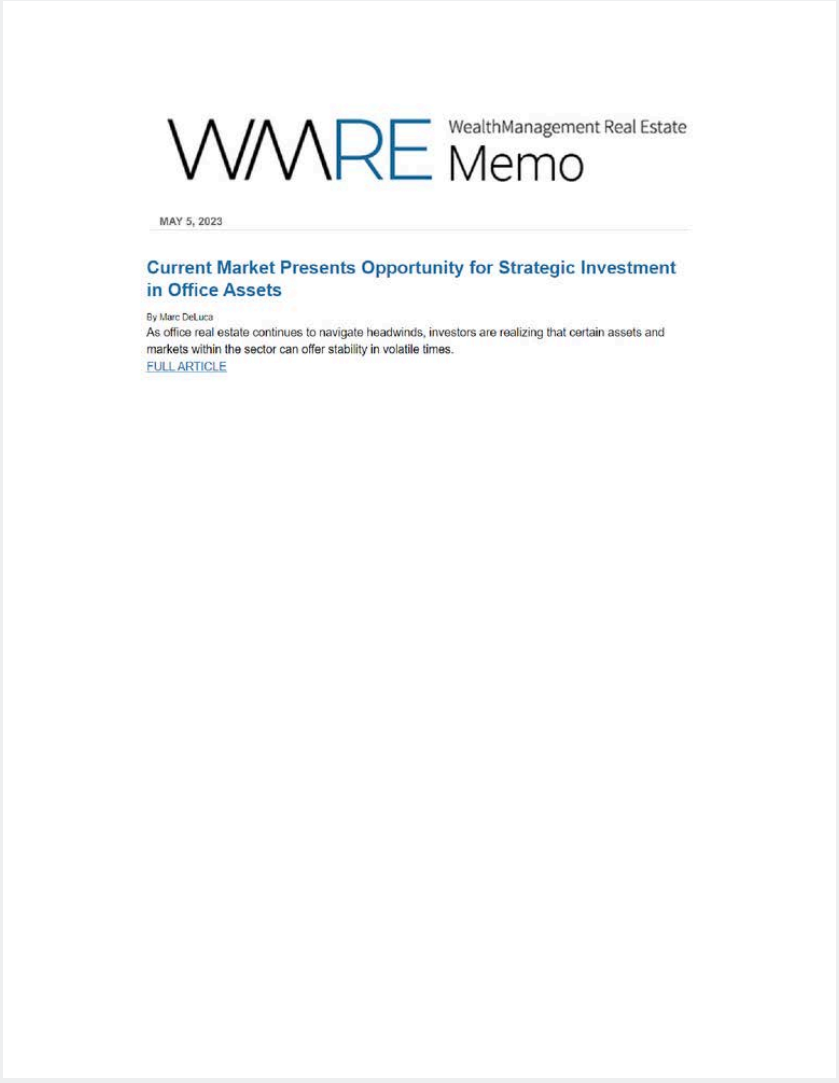
wealthmanagement.com/office/current-m...

Monthly Visits **422K**

Monthly Visits

Wealth Management

Wealthmanagement.com helps Advisors and Wealth professionals with practice management, investments, fintech and market trends to grow client relationships.


WMRE WealthManagement Real Estate Memo

MAY 5, 2023

Current Market Presents Opportunity for Strategic Investment in Office Assets

By Marc DeLuca

As office real estate continues to navigate headwinds, investors are realizing that certain assets and markets within the sector can offer stability in volatile times.

FULL ARTICLE

May 05, 2023 ONLINE

Wealth Management Newsletter (56-043)

wealthmanagement.com/office/current-m...

Monthly Visits **422K**

Monthly Visits

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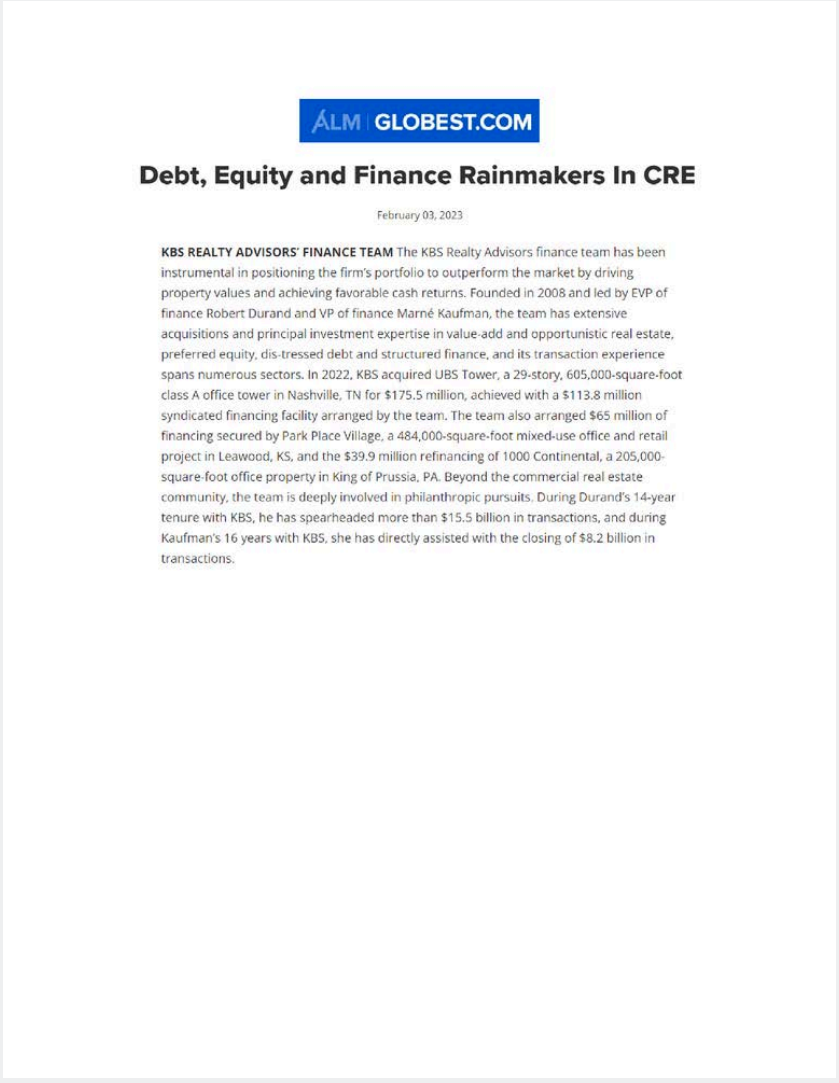

ALM | GLOBEST.COM

Debt, Equity and Finance Rainmakers In CRE

February 03, 2023

KBS REALTY ADVISORS' FINANCE TEAM The KBS Realty Advisors finance team has been instrumental in positioning the firm's portfolio to outperform the market by driving property values and achieving favorable cash returns. Founded in 2008 and led by EVP of finance Robert Durand and VP of finance Marné Kaufman, the team has extensive acquisitions and principal investment expertise in value-add and opportunistic real estate, preferred equity, dis-tressed debt and structured finance, and its transaction experience spans numerous sectors. In 2022, KBS acquired UBS Tower, a 29-story, 605,000-square-foot class A office tower in Nashville, TN for $175.5 million, achieved with a $113.8 million syndicated financing facility arranged by the team. The team also arranged $65 million of financing secured by Park Place Village, a 484,000-square-foot mixed-use office and retail project in Leawood, KS, and the $39.9 million refinancing of 1000 Continental, a 205,000-square-foot office property in King of Prussia, PA. Beyond the commercial real estate community, the team is deeply involved in philanthropic pursuits. During Durand's 14-year tenure with KBS, he has spearheaded more than $15.5 billion in transactions, and during Kaufman's 16 years with KBS, she has directly assisted with the closing of $8.2 billion in transactions.

February 03, 2023 ONLINE

GlobeSt. (56-02237)

globest.com/2023/02/03/rainmakers-in-c...

Monthly Visits **160K**

Monthly Visits

Texas Real Estate Business Magazine

www.REBusinessOnline.com April 2023 · Volume 19, Issue 2

TEXAS REAL ESTATE BUSINESS®

Connecting Real Estate in Texas

OFFICE OWNERS EMPHASIZE OCCUPANCY OVER RENTS

Not all landlords can afford to think this way, but the ability to embrace such new operating philosophies reflects an awareness that office usage has changed irrevocably.

By Taylor Williams

Office owners have spent the last two-plus years undertaking every creative measure they can fathom — and afford — to get tenants and their employees to legitimately want to come back to their buildings. From investing in upgrades to physical amenities to hiring hospitality-minded professionals for property activation to offering personalized incentives, nothing has been out of bounds when it comes to recouping occupancy.

Enough time has now passed such that owners can judge the extent to which their ideas and initiatives have worked. Of course, the goalposts for what defines success in the office sector have shifted radically during that time. Profit margins and forecasts have shrunk as 60 to 70 percent occupancy three to four days a week now starts to look pretty good, all other factors being held equal. It's simply a different world.

"We are never going back to pre-pandemic ways," says Ami Figg, senior leasing specialist at Houston-based Hartman. "What COVID-19 has done for the office market is equivalent to what September 11 did for the travel industry. There will always be a need for traditional office space, but it's changed forever, so it's upon us as landlord and tenant reps to educate and provide clients with what the new market is generating and demanding."

In Figg's view, another major way in

Pictured is a rendering of the redeveloped lobby at One West Village, a 240,000-square-foot building in Dallas that formerly served as the headquarters of marketing agency The Richards Group. The new owner, OliveMill Holdings, has launched a capital improvement program to take advantage of the fact that companies want to be in vibrant buildings.

SEE OFFICE page 21

MILLENNIALS, GEN ZERS DRIVE DEMAND FOR ESG AMENITIES AT TEXAS OFFICE PROPERTIES

The youngest demographic groups are intensifying the focus on sustainability at work.

By Brett Merz, senior vice president, asset management at KBS Realty Advisors

The demand for office properties with amenities that reflect an awareness of environmental, social and governance (ESG) principles is growing due to younger generations joining the workforce and investing.

A recent study by *CNBC Make It* found that one-third of millennials in the United States place a high focus on investment products with ESG factors. This tendency naturally extends to the places where they work.

In fact, 47 percent of 18- to-34-year-olds in the United Kingdom say they would look for a new role if they thought their employer was not committed to the cause. This finding demonstrates that ESG is becoming an essential part of recruitment and retention — particularly among younger workers. Since millennials and gen Zers make up the majority of today's workforce, ESG is becoming a rising concern among office owners.

In the growing markets of Dallas and Austin, businesses are now seeking office spaces that offer eco-friendly features to help attract and retain employees. As a large commercial investor, KBS has seen how these amenities can benefit office investors. This is one of the reasons we created an in-house "green team" to enhance our sustainability initiatives.

Here are some of the ESG-focused amenities we have observed being driven by the younger generations in Texas' current office environment:

Sustainable Systems

Many young workers are drawn to companies whose office spaces feature amenities that reduce their carbon footprints and help conserve natural resources.

In addition to LEED-certified and ENERGY STAR-rated properties that are built to eco-friendly standards, these employees are seeking amenities that decrease electricity and water use. These features might include maximized natural lighting, sensors that adjust temperature control and lighting according to occupancy, low-flow sinks and toilets and integrated energy management systems.

Along with these amenities, buildings

SEE ESG page 22

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Hires, Promotions and Other Personnel News From Across the State
page 7

Our Annual EDC Special Section Spotlights Fast-Growing Municipalities
pages 14-20

April 10, 2023 ONLINE

Texas Real Estate Business Magazine (56-08)

editions.mydigitalpublication.com/publica...

Monthly Visits **34K**

Monthly Visits

MILLENNIALS, GEN Zers DRIVE DEMAND FOR ESG AMENITIES

ESG FROM PAGE 1

that promote healthy indoor air through advanced filtration systems are especially attractive to millennial and gen Z employees and investors.

In 2022, KBS completed the verification of more than 14 million square feet of Class A office space across its portfolio, achieving the UL Verified Healthy Building mark for indoor air. Among our Class A, Texas-based properties that received this verification were:

- City View, a 10-story office building in San Antonio;
- 3811 Turtle Creek, a 300,961-square-foot property in Dallas;
- 1800 Bering, a 171,510-square-foot property in Houston

In addition, 515 Congress Ave., a 263,058-square-foot office tower in Austin, not only achieved the UL verification Healthy Building designation for indoor air but also the UL Healthy Building verification for water.

Sustainable Transportation

Office buildings located near public transportation lines and within walking distance of shopping, dining and daily-needs retail align well with ESG initiatives for reducing carbon emissions through fossil fuels. Younger employees are especially interested in working at office properties that promote sustainable transportation and commuting options.

Centrally located properties are integral to KBS' investment strategy, which is why many of the premier assets in our Texas portfolio are situated near rail and bus routes, as well as within easy access of major roadways. Examples of these properties include:

- Fountainhead Tower, a 10-story office tower in San Antonio;
- Providence Towers, a 524,143-square-foot office building in Dallas;
- Tower 909, a 374,251-square-foot office tower in Irving located directly across the street from a Dallas Area Rapid Transit (DART) station.

Electric car charging stations are another transportation-oriented amenity finding favor among the next-gen workforce. Several of our Texas properties feature this amenity, including Legacy Town Center, a 522,043-square-foot office complex in Plano, and Sterling Plaza, a 313,609-square-foot tower in Dallas.

Health & Wellness

Amenities that enhance well-being are becoming increasingly popular among young workers. This trend, which had begun before the pandemic, has accelerated considerably over the past three years.

Automated and touchless building mechanisms and sophisticated HVAC and bipolar ionization systems that can sanitize indoor air more effectively are essentially prerequisites to healthy office occupancy in the post-pandemic world. In addition, some of the health and wellness amenities that are growing in demand at office properties are onsite fitness centers, wellness and rooftop gardens, Wi-Fi-enabled outdoor areas, healthy food and drink options and access to community-sponsored agriculture (CSA) programs.

Brett Merz
KBS Realty Advisors

Many of our properties in markets where people bike to work, like 515 Congress Ave., offer bike storage to help tenants accommodate this healthy lifestyle choice among their employees. As millennial and gen Z workers continue to seek health and wellness amenities at their places of employment, savvy office stakeholders will explore new ways to implement them at their properties.

Socially Focused Amenities

Philanthropic and socially focused programs are becoming more prominent at office properties, driven by next-gen workers.

Tenant activations are a great way to get people involved. For example, food drives, Christmas gift drives and other forms of connecting with the community are ramping up at office assets in Texas as well as throughout the country.

Conclusion

As millennials and gen Z come to make up a larger share of the workforce, they are increasingly focusing on ESG amenities at the office buildings where they work. By offering sustainable building systems and transportation options, as well as health and wellness and community-focused amenities, office stakeholders can distinguish their properties and attract investors and top tenants in the Texas markets.

Brett Merz is a senior vice president and asset manager for KBS, one of the largest investors of premier commercial real estate in the nation. KBS is a private equity real estate company and an SEC-registered investment adviser. SEC registration as an investment advisor does not imply any particular level of skill or training.

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MARKET HIGHLIGHT
Rio Grande Valley

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Pictured is City View, a 221,373-square-foot, 10-story office building in northwest San Antonio. KBS recently invested in additional features within the building that promote health and wellness, including the UL Verified Healthy Building mark for indoor air.

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Best Places to Work 2023

April 3, 2023

KBS REALTY ADVISORS KBS Realty Advisors believes that each of its team members has something meaningful to contribute and deserves a seat at the table to present their ideas. The entire firm is encouraged to think outside the box while adhering to the firm's mission and commitments to its ten-ants and investors. Founded in 1992, KBS Realty Advisors is one of the nation's largest commercial real estate owners and operators, having amassed $44.5 billion in total transaction volume. Employing 79 professionals across two offices, KBS prides itself on treating its team members with warmth and respect by providing an ideal environment in which to grow and thrive. Numerous team members have remained on the firm's board for decades thanks to its positive culture and opportunities for professional growth and learning. Promotion from within is integral to KBS, and professionals at all levels, from human resources to asset management to the firm's current CEO, have advanced within the company. In addition to offering tuition reimbursement for online and in-person courses that heighten knowledge and skills, KBS strongly encourages mentorship between tenured and newer employees, and it also strongly champions health and wellness internally. One 16-year veteran of the firm says the company is committed to excellence from the top down and has an atmosphere of teamwork and camaraderie. "Employees appreciate that they are respected, heard and given a chance to express themselves candidly with upper management," he says. "Leadership, in turn, welcomes feedback and new ideas from team members. It's a symbiotic relationship that helps make the ship run smoothly, even in the face of unprecedented events like the pandemic."

April 03, 2023 ONLINE

GlobeSt. (56-02529)

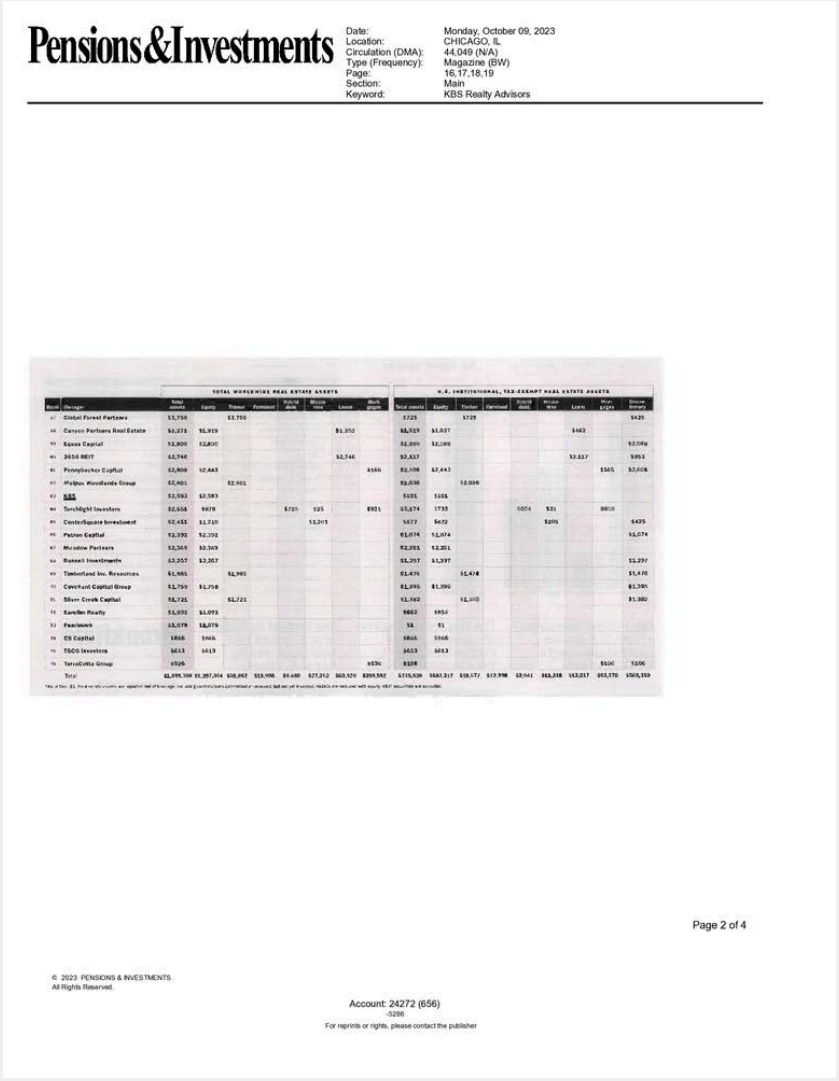
globest.com/2023/04/03/best-places-to-...

Monthly Visits **160K**

Monthly Visits

Pensions & Investments

With unmatched integrity and professionalism, Pensions & Investments consistently delivers news, research and analysis to the executives who manage the flow of funds i...



Pensions&Investments

Date: Monday, October 09, 2023
Location: CHICAGO, IL
Circulation (DMA): 44,049 (N/A)
Type (Frequency): Magazine (BW)
Page: 16,17,18,19
Section: Main
Keyword: KBS Realty Advisors

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Account: 24272 (656)
-5286

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October 09, 2023 ONLINE

Pension and Investments (56 000)

Monthly Visits **242K**

Monthly Visits

Pensions & Investments

Date: Monday, October 09, 2023
Location: CHICAGO, IL
Circulation (DMA): 44,049 (N/A)
Type (Frequency): Magazine (BW)
Page: 16,17,18,19
Section: Main
Keyword: KBS Realty Advisors

The largest real estate investment managers

Ranked by total worldwide real estate assets, in millions, as of June 30.

Rank	Manager	TOTAL WORLDWIDE REAL ESTATE ASSETS							U.S. INSTITUTIONAL, TAX-EXEMPT REAL ESTATE ASSETS							
		Total assets	Equity	Timber	Farmland	Hybrid/ other	Mezz/ debt	Loans	Total assets	Equity	Timber	Farmland	Hybrid/ debt	Wrap/ core	Loans	Mort. pools
1	Nuveen	$140,341	$78,591	$2,870	$6,953		$6,447	$679	$101,438	$49,572	$2,870	$6,953		$6,447	$679	$34,961
2	MetLife Investment Mgmt.	$136,076	$27,782				$910	$145	$6,529	$3,113						$416
3	PGIM Real Estate	$129,818	$56,876		$2,189		$1,779		$64,230	$16,868		$1,805		$1,318		$27,239
4	CBRE Investment Mgmt.	$113,600	$113,500						$15,900	$15,800						$100
5	UBS Real Estate & PM	$76,191	$72,093		$2,346	$2,620		$170	$20,924	$18,686		$2,368	$2,620		$170	
6	DWS Real Estate	$74,444	$74,444						$20,192	$20,192						
7	Prologis	$73,631	$73,631						$8,253	$8,253						
8	J.P. Morgan Asset & Wealth	$68,424	$54,100	$3,755			$1,021		$57,514	$44,761	$3,755			$140		$8,998
9	Principal Real Estate	$68,102	$45,254				$2,853		$36,589	$35,960				$224		$675
10	BGO	$64,178	$46,590					$17,588	$19,345	$18,035					$1,310	
11	AEW Capital	$64,233	$58,391				$226		$20,956	$19,990				$142		$824
12	New York Life Inv. Mgmt.	$61,946	$20,206				$1,026	$1,011	$14,805	$8,318				$102	$308	$6,097
13	Brookfield Asset Mgmt.	$46,050	$49,342				$6,688		$14,588	$13,052				$1,116		
14	Hines	$59,859	$55,872					$187	$3,732	$3,732						
15	Clarion Partners	$55,387	$55,387						$30,228	$30,228						
16	Starwood Capital	$55,023	$47,729					$7,294	$18,038	$16,049						$1,989
17	LaSalle Investment	$52,306	$52,306						$13,944	$13,944						
18	Invesco Real Estate	$49,688	$47,406					$6,718	$20,987	$20,476					$491	
19	Morgan Stanley Inv. Mgmt.	$48,554	$43,767					$4,787	$21,293	$18,396					$2,846	
20	Barings	$41,838	$41,314				$50		$30,474	$6,557	$4,095			$50		$1,972
21	Heitman	$37,258	$33,809				$1,296		$2,114	$28,918	$26,170			$1,085		$1,363
22	Ares Mgmt.	$25,969	$21,266			$4,703				$8,385	$5,285					
23	Harrison Street	$20,422	$20,422							$12,045	$12,045					
24	Stockbridge Capital Group	$20,390	$20,390							$13,938	$13,938					
25	BlackRock	$16,624	$14,120				$1,203	$1,301		$9,764	$8,854			$297	$635	
26	PCCP	$14,261	$6,996						$7,265	$7,687	$4,862					$2,825
27	Dahlreo Capital	$15,907	$11,179						$4,728	$4,130	$2,893					$1,237
28	Rockpoint Group	$15,230	$15,230							$4,547	$4,547					
29	TA Realty	$14,184	$14,184							$8,413	$8,413					
30	AllianceBernstein	$13,510	$529					$13,281								
31	StepStone Group	$13,469	$12,270			$1,199				$1,769	$1,564			$205		
32	Manulife Timber	$10,689		$10,689						$2,897		$2,897				
33	Intercontinental Real Estate	$10,041	$10,041							$9,488	$9,488					
34	American Realty Advisors	$9,028	$9,028							$8,538	$8,538					
35	CIM Group*	$8,842	$7,985					$857		$8,842	$7,953				$857	
36	Prima Capital Advisors	$8,591						$8,591		$3,005						$3,005
37	Washington Capital	$7,674	$5,862					$1,812		$7,674	$5,862				$1,812	$7,179
38	Walton Street Capital	$7,353	$5,577					$1,776		$3,910	$3,772				$138	
39	Beacon Capital	$7,193	$7,193							$3,996	$3,996					7996
40	Neuberger Berman	$7,193	$7,193							$5,306	$5,306					$5,306
41	Rockwood Capital	$7,097	$5,162				$1,935			$3,453	$3,785			$46		$3,833
42	Madison Realty	$7,062	$760				$91	$6,211		$2,157	$180			$76	$1,931	$2,187
43	Southeast Real Estate	$6,486	$6,480							$2,904	$2,904					$1,148
44	L&B Realty	$6,457	$6,457							$6,258	$6,258					$254
45	Westbrook Partners	$6,225	$6,225							$5,914	$5,914					$5,914
46	ASB Capital Mgmt.	$6,057	$6,057							$5,596	$5,596					$5,855
47	Mill Creek Residential	$5,983	$5,983							$3,216	$3,216					$76
48	Carmel Partners	$5,419	$5,419							$3,596	$3,596					$3,596
49	Bell Partners	$5,229	$5,229							$1,436	$1,436					$1,339
50	Domain Capital Advisors	$5,114	$4,795		$84	$253	$23			$4,733	$4,433		$84	[illegible]	$53	
51	Forest Investment	$4,637		$4,637						$3,224		$3,224				$3,224
52	GTIS Partners	$4,456	$4,456							$339	$339					$339
53	Manulife Agriculture	$4,354			$4,354					$1,808			$1,808			$1,338
54	National Real Estate	$4,229	$4,121				$79	$29	$50	$3,674	$3,464			$24	$24	$48
55	Union Labor Life	$4,078							$4,078	$4,078						$4,078
56	Resource Mgmt.	$3,848		$3,848						$334		$334				$334

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-5286
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Pensions & Investments

Date: Monday, October 09, 2023
Location: CHICAGO, IL
Circulation (DMA): 44,049 (N/A)
Type (Frequency): Magazine (BW)
Page: 16,17,18,19
Section: Main
Keyword: KBS Realty Advisors

Assets by location

Weighted average for the top 50 managers of U.S. institutional, tax-exempt real estate assets, as of June 30. Based on the NCREIF Index.

Real estate equity by asset status

U.S. institutional tax-exempt real estate assets, in billions, as of June 30.

The largest managers of tax-exempt assets

U.S. institutional tax-exempt real estate assets, in millions, as of June 30.

Rank	Manager	Assets
1	Nuveen	$101,438
2	PGIM Real Estate	$64,230
3	J.P. Morgan Asset & Wealth	$57,844
4	Principal Real Estate	$36,869
5	Clarion Partners	$30,223
6	Heitman	$28,618
7	Morgan Stanley Inv. Mgmt.	$25,313
8	Invesco Real Estate	$20,967
9	AEW Capital	$20,968
10	UBS Real Estate & PM	$20,624
11	DWS Real Estate	$20,192
12	BGO	$19,346
13	Starwood Capital	$16,038
14	CBRE Investment Mgmt.	$15,930
15	New York Life Inv. Mgmt.	$14,825
16	Brookfield Asset Mgmt.	$14,188
17	LaSalle Investment	$13,944
18	Stockbridge Capital Group	$13,930
19	Hartford Steet	$12,946
20	Intercontinental Real Estate	$9,488
21	CIM Group*	$8,842
22	American Realty Advisors	$8,538
23	Prologis	$8,253
24	PCCP	$7,687
25	Washington Capital	$7,674
26	BlackRock	$6,786
27	TA Realty	$6,413
28	L&B Realty	$6,258
29	Barings	$6,117
30	ASB Capital Mgmt.	$5,996
31	Westbrook Partners	$5,811
32	MetLife Investment Mgmt.	$5,529
33	Kennedy-Wilson	$5,306
34	Area Mgmt.	$5,285

The largest managers of non-U.S.-based real estate assets for U.S. clients

U.S. institutional tax-exempt real estate assets, in millions, as of June 30.

Rank	Manager	Assets
1	Brookfield Asset Mgmt.	$6,592
2	New York Life Inv. Mgmt.	$6,512
3	Starwood Capital	$4,805
4	PGIM Real Estate	$3,630
5	Nuveen	$3,619
6	J.P. Morgan Asset & Wealth	$2,606
7	Westbrook Partners	$1,648
8	Ares Mgmt.	$1,587
9	Invesco Real Estate	$1,514
10	AEW Capital	$1,470

The largest managers of non-U.S.-based real estate assets for clients worldwide

Assets are in millions as of June 30.

Rank	Manager	Assets
1	CBRE Investment Mgmt.	$48,800
2	DWS Real Estate	$39,115
3	AEW Capital	$38,349
4	Prologis	$34,954
5	UBS Real Estate & PM	$33,481
6	Hines	$30,078
7	LaSalle Investment	$30,038
8	BGO	$26,819
9	Nuveen	$24,201
10	Brookfield Asset Mgmt.	$22,407

The largest managers of U.S.-based real estate assets for non-U.S. clients

Assets are in millions as of June 30.

Rank	Manager	Assets
1	PGIM Real Estate	$25,952
2	Brookfield Asset Mgmt.	$24,576
3	Prologis	$13,923
4	Clarion Partners	$13,454
5	Nuveen	$12,867
6	Morgan Stanley Inv. Mgmt.	$12,754
7	Invesco Real Estate	$9,765
8	Hines	$9,224
9	Guardian Capital	$9,132
10	Rockpoint Group	$8,277

Growth of assets under management in REIT securities

Assets are in billions as of June 30.

The largest managers of REIT securities

Worldwide assets, in millions, as of June 30.

Rank	Manager	Total assets	U.S. REIT tax-exempt	DC plans
1	BlackRock	$564,359	$55,111	$15,537
2	Vanguard Group	$67,433	$10,040	$7,102
3	Cohen & Steers	$52,434	$5,509	$1,447
4	Dimensional Fund Advisors	$35,286	$16,736	$2,245
5	Principal Real Estate	$28,576	$12,387	$954
6	Northern Trust Asset Mgmt	$23,721	$7,204	$110
7	Invesco Real Estate	$18,310	$1,823	$719
8	New York Life Inv. Mgmt.	$11,570		
9	Nuveen	$10,385	$1,360	
10	CenterSquare Investment	$9,674	$5,637	$607
11	CBRE Investment Mgmt.	$9,600	$800	
12	UBS Real Estate & PM	$8,018		
13	DWS Real Estate	$6,831		
14	Russell Investments	$6,742		
15	AEW Capital	$6,337	$2,932	$748
16	Duff & Phelps	$3,805	$1,265	
17	Security Capital Research	$3,802	$1,966	$190
18	Heitman	$3,743	$1,118	
19	PGIM Real Estate	$3,247	$103	$37
20	Geode Capital Mgmt.	$3,035	$2,625	$498

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Pensions & Investments

Date: Monday, October 09, 2023
Location: CHICAGO, IL
Circulation (DMA): 44,049 (N/A)
Type (Frequency): Magazine (BW)
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Section: Main
Keyword: KBS Realty Advisors

The largest real estate investment managers by asset class

U.S. institutional tax-exempt real estate assets, in millions, as of June 30.

Real estate equity

Rank	Fund	Assets
1	Nuveen	$49,572
2	J.P. Morgan Asset & Wealth	$44,751
3	PGIM Real Estate	$38,868
4	Principal Real Estate	$35,660
5	Clarion Partners	$30,223
6	Heitman	$26,170
7	Invesco Real Estate	$20,476
8	DWS Real Estate	$20,192
9	AEW Capital	$19,990
10	Morgan Stanley Inv. Mgmt.	$18,358

Mortgages

Rank	Fund	Assets
1	Nuveen	$24,911
2	PGIM Real Estate	$22,239
3	J.P. Morgan Asset & Wealth	$8,898
4	New York Life Inv. Mgmt.	$6,097
5	Union Labor Life	$4,078
6	Prima Capital Advisors	$3,005
7	PCCP	$2,825
8	Starwood Capital	$1,489
9	Barings	$1,372
10	Washington Capital	$1,817

Mezzanine

Rank	Fund	Assets
1	Nuveen	$6,447
2	PGIM Real Estate	$1,318
3	Brookfield Asset Mgmt.	$1,135
4	Heitman	$1,085
5	BlackRock	$297
6	Principal Real Estate	$224
7	CenterSquare Investment	$205
8	AEW Capital	$142
9	J.P. Morgan Asset & Wealth	$140
10	New York Life Inv. Mgmt.	$102

Timber

Rank	Fund	Assets
1	J.P. Morgan Asset & Wealth	$3,755
2	Forest Investment	$3,324
3	Nuveen	$2,878
4	Manulife Timber	$2,667
5	Molpus Woodlands Group	$2,038
6	Timberland Inv. Resources	$1,476
7	Silver Creek Capital	$1,382
8	Global Forest Partners	$725
9	Resource Mgmt.	$334

Loans

Rank	Fund	Assets
1	Morgan Stanley Inv. Mgmt.	$2,845
2	3660 REIT	$2,117
3	Madison Realty	$1,931
4	BGO	$1,310
5	CIM Group*	$687
6	Nuveen	$679
7	BlackRock	$635
8	Invesco Real Estate	$498
9	Canyon Partners Real Estate	$492
10	New York Life Inv. Mgmt.	$306

*As of Dec. 31.

Farmland

Rank	Fund	Assets
1	Nuveen	$6,953
2	UBS Real Estate & PM	$2,348
3	Manulife Agriculture	$1,809
4	PGIM Real Estate	$1,805
5	Domain Capital Advisors	$64

The largest real estate investment managers by strategy

U.S. institutional tax-exempt real estate assets, in millions, as of June 30.

Core

Rank	Fund	Assets
1	Nuveen	$91,459
2	PGIM Real Estate	$53,362
3	J.P. Morgan Asset & Wealth	$47,714
4	Clarion Partners	$29,695
5	Principal Real Estate	$22,664
6	Heitman	$21,801
7	UBS Real Estate & PM	$19,987
8	Morgan Stanley Inv. Mgmt.	$19,146
9	DWS Real Estate	$18,968
10	Invesco Real Estate	$17,965

Value-added

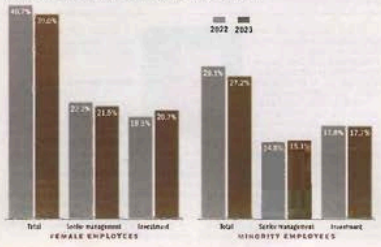
Rank	Fund	Assets
1	J.P. Morgan Asset & Wealth	$6,387
2	AEW Capital	$6,881
3	Westbrook Partners	$5,914
4	Neuberger Berman	$5,306
5	PGIM Real Estate	$5,265
6	Heitman	$4,370
7	Starwood Capital	$4,214
8	Nuveen	$4,067
9	Stockbridge Capital Group	$3,842
10	BlackRock	$3,670

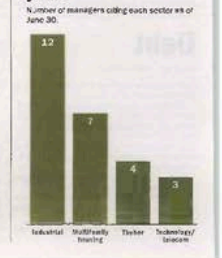
Opportunistic

Rank	Fund	Assets
1	Brookfield Asset Mgmt.	$10,523
2	Starwood Capital	$9,701
3	Nuveen	$5,901
4	Hanson Street	$4,055
5	New York Life Inv. Mgmt.	$3,999
6	Oaktree Capital	$3,676
7	Rockpoint Group	$3,459
8	PCCP	$2,829
9	Principal Real Estate	$2,813
10	AEW Capital	$2,037

Diversity of managers' U.S.-based real estate employees

Average percentage of female and minority employees, as of June 30.





Best investments over the next three years

Number of managers citing each sector as of June 30.

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-5286
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GlobeSt.

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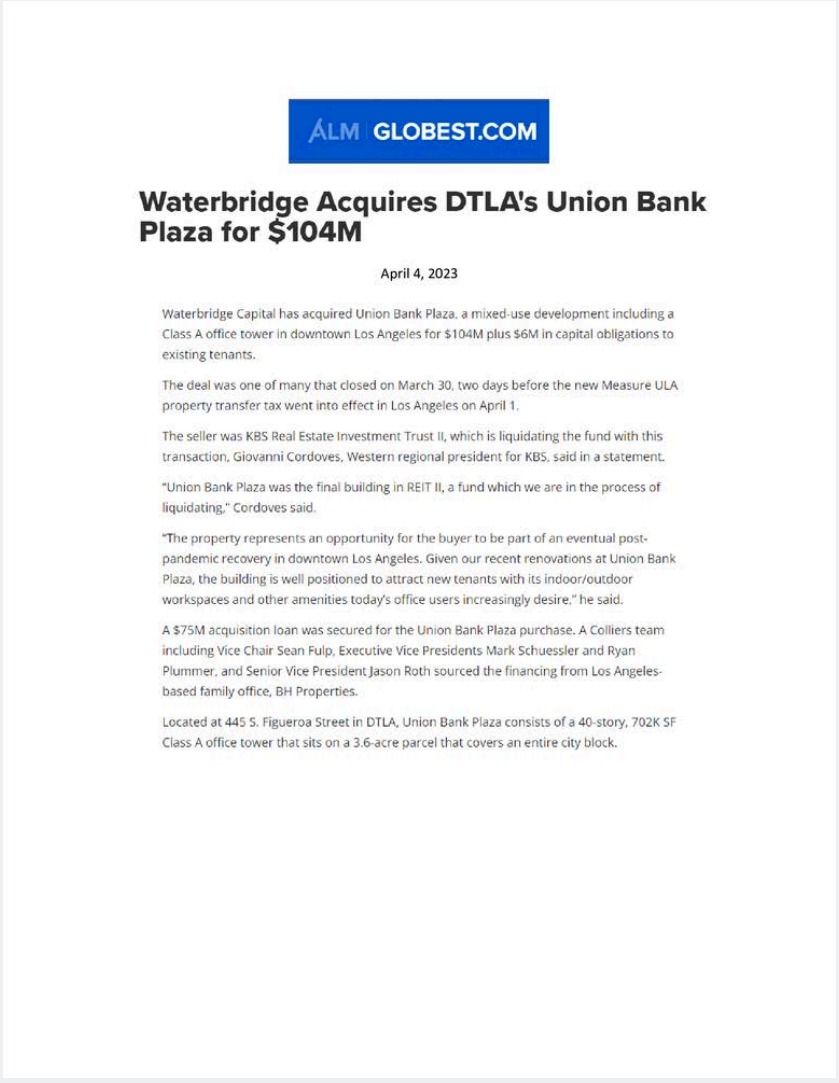


ALM GLOBEST.COM

Waterbridge Acquires DTLA's Union Bank Plaza for $104M

April 4, 2023

Waterbridge Capital has acquired Union Bank Plaza, a mixed-use development including a Class A office tower in downtown Los Angeles for $104M plus $6M in capital obligations to existing tenants.

The deal was one of many that closed on March 30, two days before the new Measure ULA property transfer tax went into effect in Los Angeles on April 1.

The seller was KBS Real Estate Investment Trust II, which is liquidating the fund with this transaction, Giovanni Cordoves, Western regional president for KBS, said in a statement.

"Union Bank Plaza was the final building in REIT II, a fund which we are in the process of liquidating," Cordoves said.

"The property represents an opportunity for the buyer to be part of an eventual post-pandemic recovery in downtown Los Angeles. Given our recent renovations at Union Bank Plaza, the building is well positioned to attract new tenants with its indoor/outdoor workspaces and other amenities today's office users increasingly desire," he said.

A $75M acquisition loan was secured for the Union Bank Plaza purchase. A Colliers team including Vice Chair Sean Fulp, Executive Vice Presidents Mark Schuessler and Ryan Plummer, and Senior Vice President Jason Roth sourced the financing from Los Angeles-based family office, BH Properties.

Located at 445 S. Figueroa Street in DTLA, Union Bank Plaza consists of a 40-story, 702K SF Class A office tower that sits on a 3.6-acre parcel that covers an entire city block.

April 04, 2023 ONLINE

GlobeSt. (56-02429)

globest.com/2023/04/04/waterbridge-ac...

Monthly Visits **160K**

Monthly Visits

Plano Star Courier

PlanoStarCourier

Plano announces its intention to apply for pilot program for new transit system using gondolas

April 5, 2023

The City of Plano has until April 10 to put its hat into the ring for an all-new form of transportation in the metroplex.

At a March 21 Plano City Council meeting, Planning and Engineering Manager Brian Shewski updated council on how the North Central Texas Council of Governments (NCTCOG) launched an initiative last year to look at alternative transportation methods in high-traffic areas.

While the city initially looked at a company called Apod to work on possibly bringing gondolas to the city, the deal fell through. Swyft Cities, a separate gondola company, came to NCTCOG and has talked with multiple cities about piloting a gondola system somewhere in the metroplex. Plano is one of those cities.

April 05, 2023 ONLINE

Plano Star Courier (56-000)

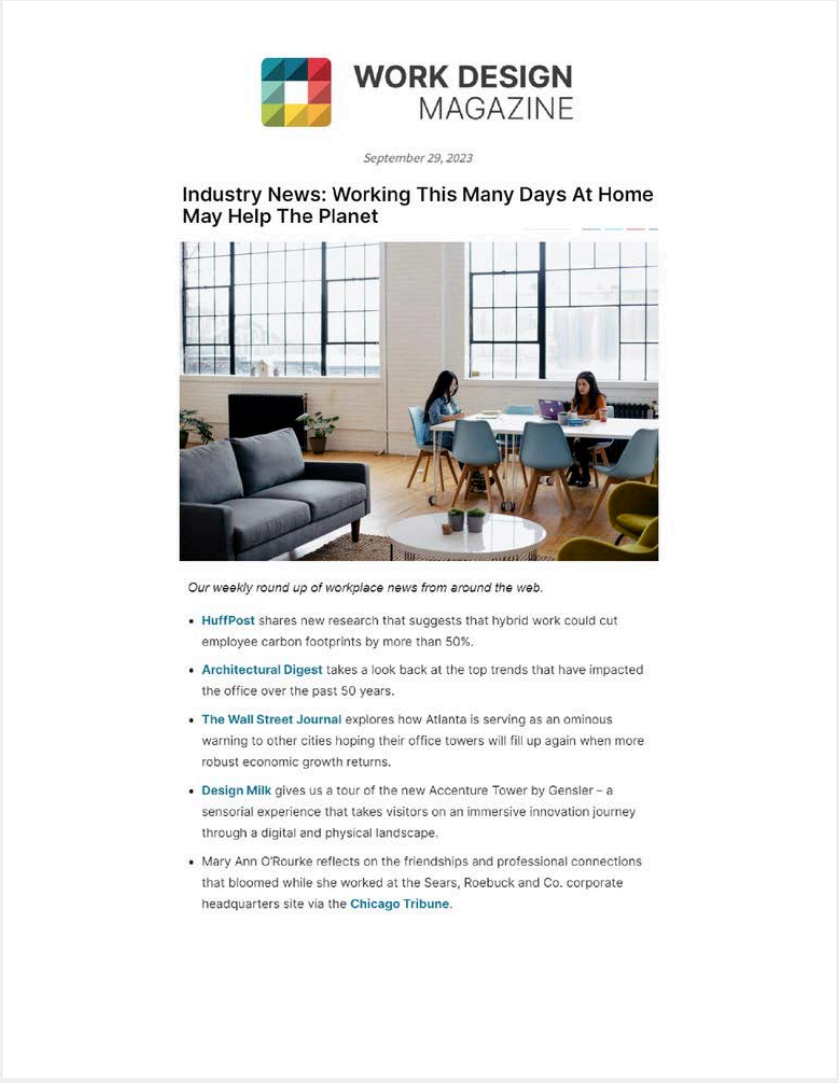
starlocalmedia.com/planocourier/plano-a...

Monthly Visits **57.8K**

Monthly Visits

Work Design Magazine

Work Design Magazine focuses on the innovative design of the places we work, the performance of individuals, and value for the organization.



WORK DESIGN MAGAZINE

September 29, 2023

Industry News: Working This Many Days At Home May Help The Planet

Our weekly round up of workplace news from around the web.

- **HuffPost** shares new research that suggests that hybrid work could cut employee carbon footprints by more than 50%.
- **Architectural Digest** takes a look back at the top trends that have impacted the office over the past 50 years.
- **The Wall Street Journal** explores how Atlanta is serving as an ominous warning to other cities hoping their office towers will fill up again when more robust economic growth returns.
- **Design Milk** gives us a tour of the new Accenture Tower by Gensler – a sensorial experience that takes visitors on an immersive innovation journey through a digital and physical landscape.
- Mary Ann O'Rourke reflects on the friendships and professional connections that bloomed while she worked at the Sears, Roebuck and Co. corporate headquarters site via the **Chicago Tribune**.

September 29, 2023 ONLINE

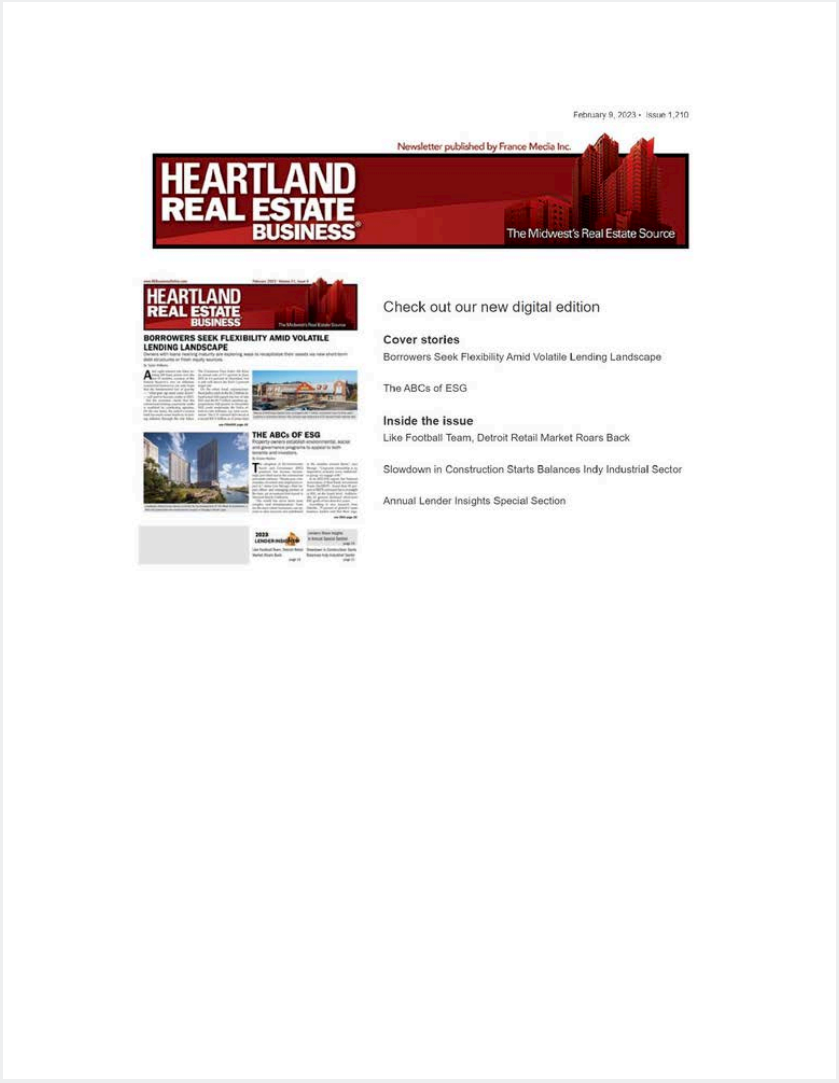
Work Design Magazine (56-089)

workdesign.com/2023/09/industry-news-...

Monthly Visits **434**

Monthly Visits

Heartland Real Estate Business



February 09, 2023 OTHER

Heartland Real Estate Business Newsletter (56-02717)

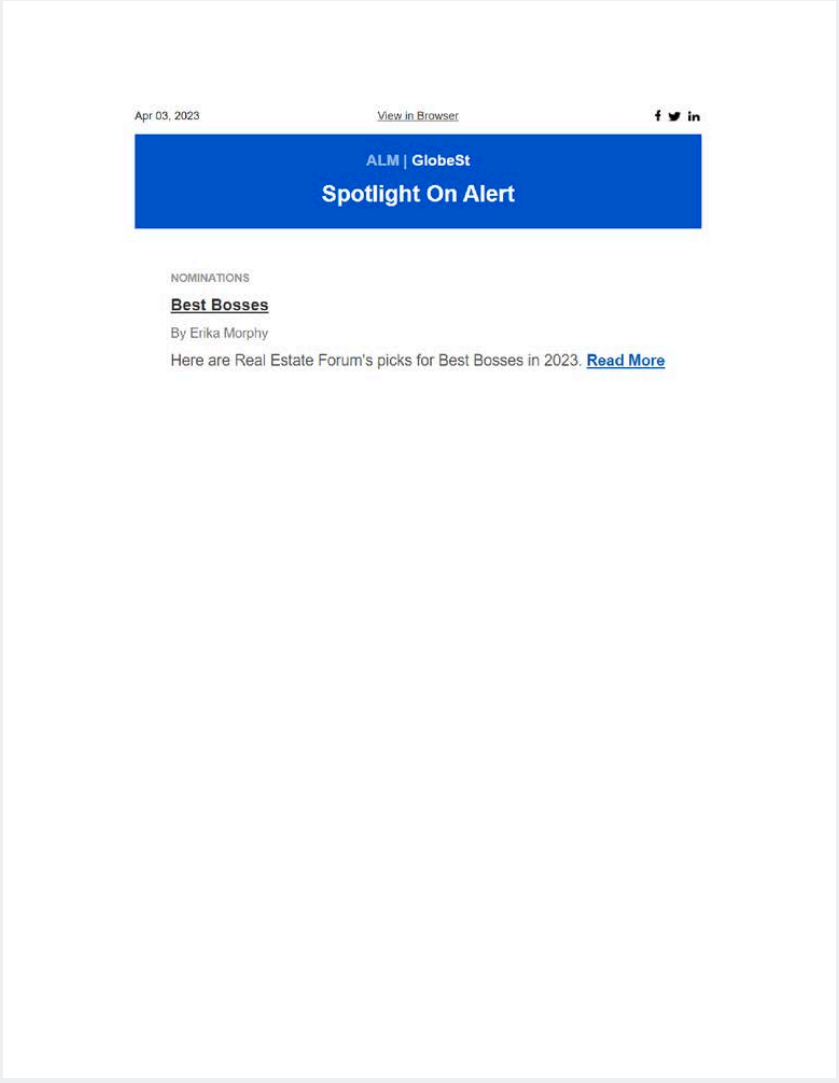
editions.mydigitalpublication.com/publica...

Monthly Visits **34K**

Monthly Visits

GlobeSt.

Visit GlobeSt.com for National and Regional Commercial Real Estate News, Resource Directories, Webinars, Thought Leadership and Events.



April 03, 2023 ONLINE

GlobeSt. Newsletter (56-02491)

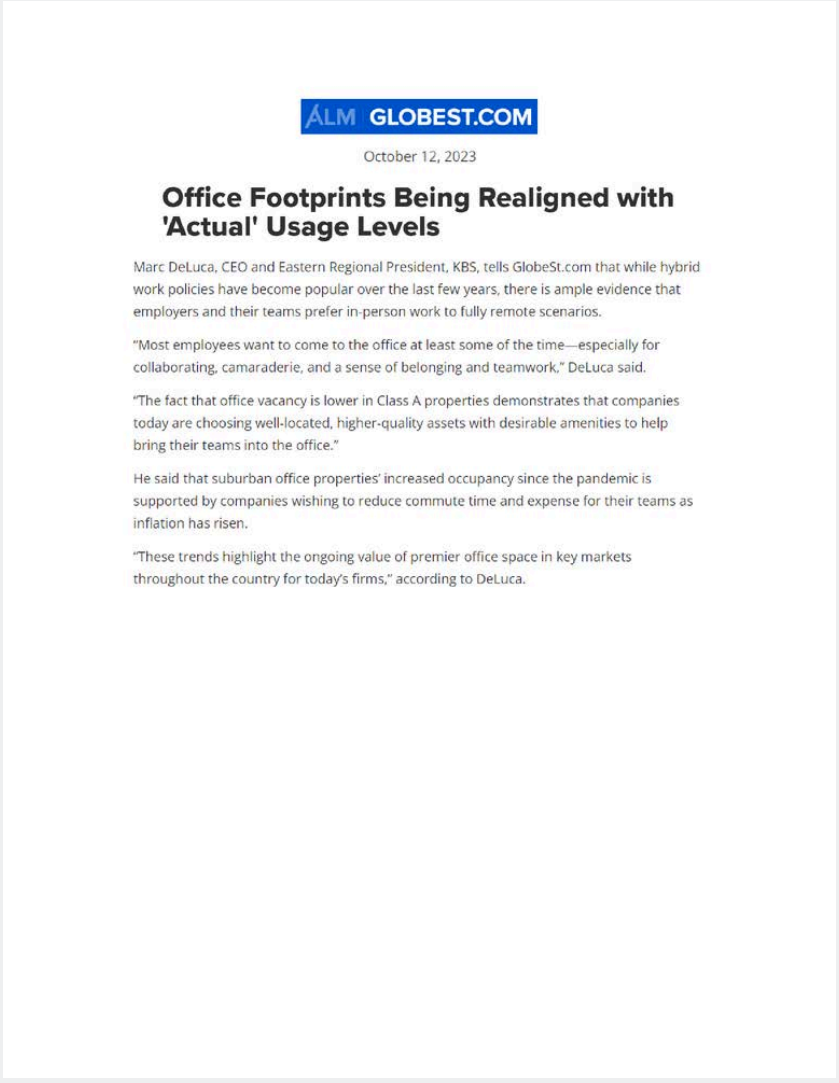
globest.com/2023/04/03/best-bosses/?sl...

Monthly Visits **160K**

Monthly Visits

GlobeSt.

Visit GlobeSt.com for National and Regional Commercial Real Estate News, Resource Directories, Webinars, Thought Leadership and Events.



ALM GLOBESTCOM

October 12, 2023

Office Footprints Being Realigned with 'Actual' Usage Levels

Marc DeLuca, CEO and Eastern Regional President, KBS, tells GlobeSt.com that while hybrid work policies have become popular over the last few years, there is ample evidence that employers and their teams prefer in-person work to fully remote scenarios.

"Most employees want to come to the office at least some of the time—especially for collaborating, camaraderie, and a sense of belonging and teamwork," DeLuca said.

"The fact that office vacancy is lower in Class A properties demonstrates that companies today are choosing well-located, higher-quality assets with desirable amenities to help bring their teams into the office."

He said that suburban office properties' increased occupancy since the pandemic is supported by companies wishing to reduce commute time and expense for their teams as inflation has risen.

"These trends highlight the ongoing value of premier office space in key markets throughout the country for today's firms," according to DeLuca.

October 12, 2023 ONLINE

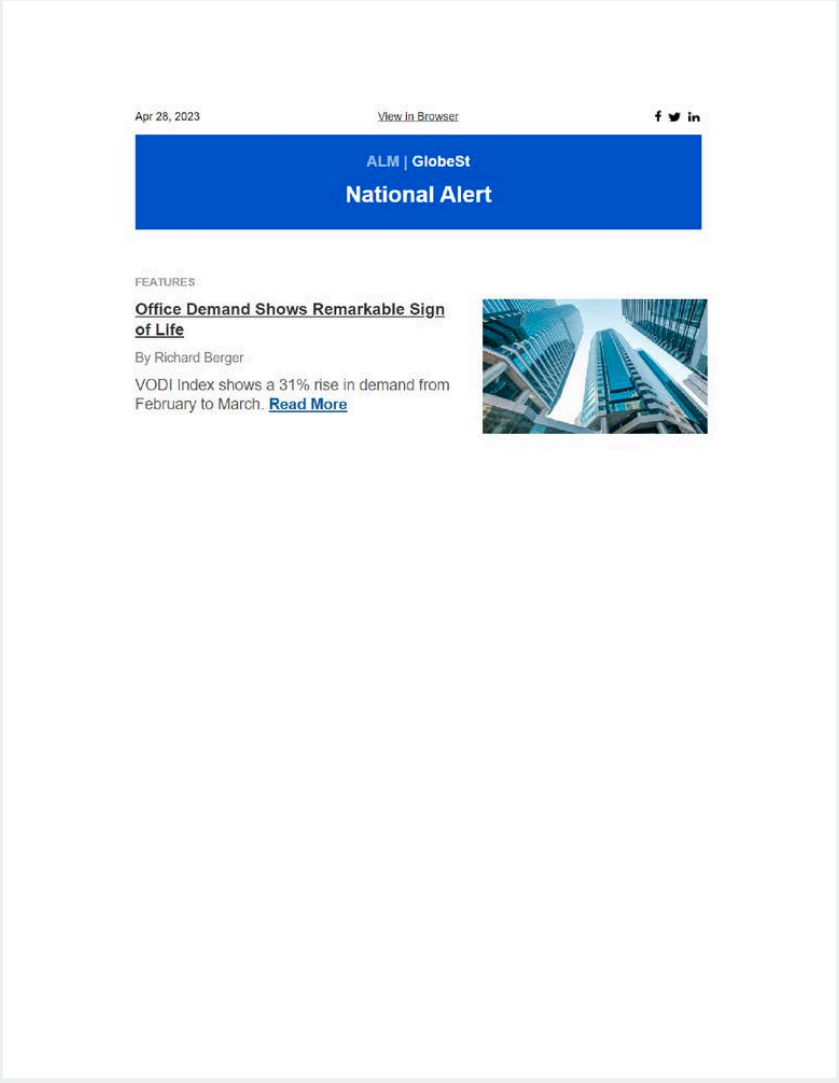
GlobeSt (56-0183)

Monthly Visits **9.71K**

Monthly Visits

GlobeSt.

Visit GlobeSt.com for National and Regional Commercial Real Estate News, Resource Directories, Webinars, Thought Leadership and Events.



April 28, 2023 ONLINE

GlobeSt. Newsletter (56-062)

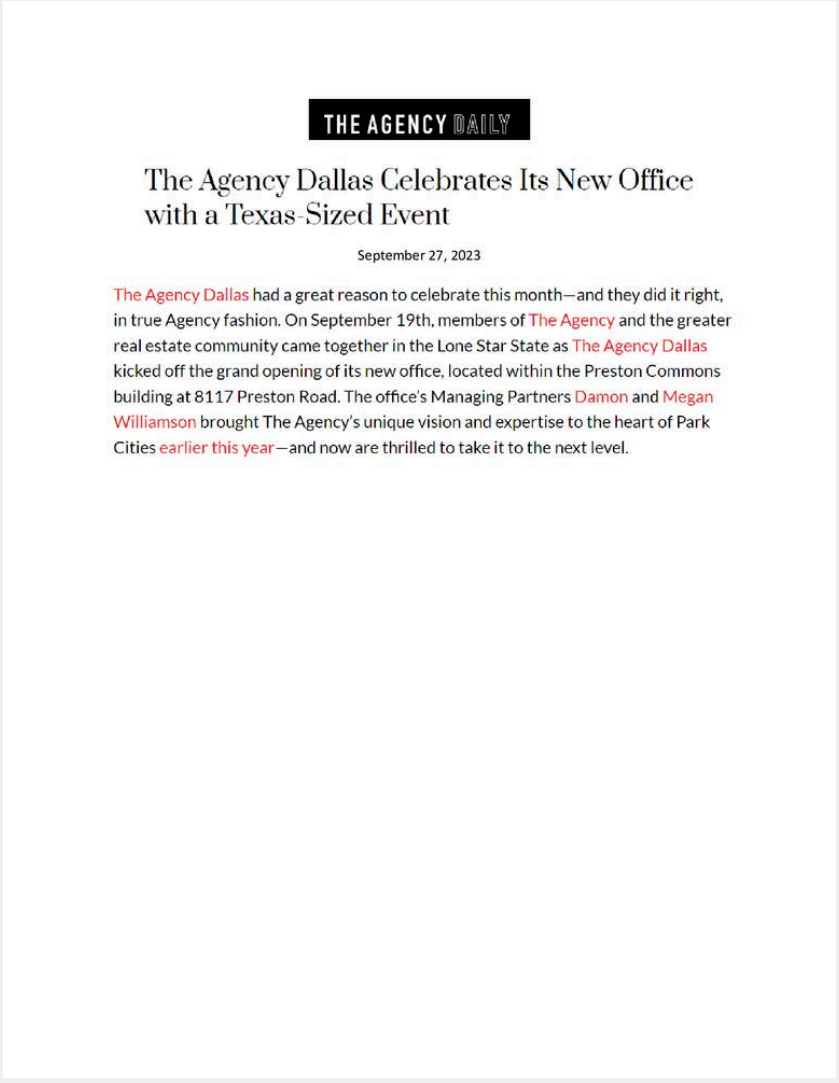
globest.com/2023/04/28/%E2%80%8Bo...

Monthly Visits **160K**

Monthly Visits

The Agency

The Agency represents a global portfolio of luxury real estate listings including residential, new development, leasing, commercial, and resort properties.



THE AGENCY DAILY

The Agency Dallas Celebrates Its New Office with a Texas-Sized Event

September 27, 2023

The Agency Dallas had a great reason to celebrate this month—and they did it right, in true Agency fashion. On September 19th, members of The Agency and the greater real estate community came together in the Lone Star State as The Agency Dallas kicked off the grand opening of its new office, located within the Preston Commons building at 8117 Preston Road. The office's Managing Partners Damon and Megan Williamson brought The Agency's unique vision and expertise to the heart of Park Cities earlier this year—and now are thrilled to take it to the next level.

September 27, 2023 ONLINE

The Agency Dallas (56-000)

theagencyre.com/blog/the-agency-dallas-...

GlobeSt.

Visit GlobeSt.com for National and Regional Commercial Real Estate News, Resource Directories, Webinars, Thought Leadership and Events.

GlobeSt. Real Estate Forum

April 7, 2023

- **Best Places to Work: the CRE companies who have created attractive destinations**

April 07, 2023 ONLINE

GlobeSt. Newsletter (56-02529)

globest.com/media/digitaleditions/ref/RE...

Monthly Visits **160K**

Monthly Visits

GlobeSt.

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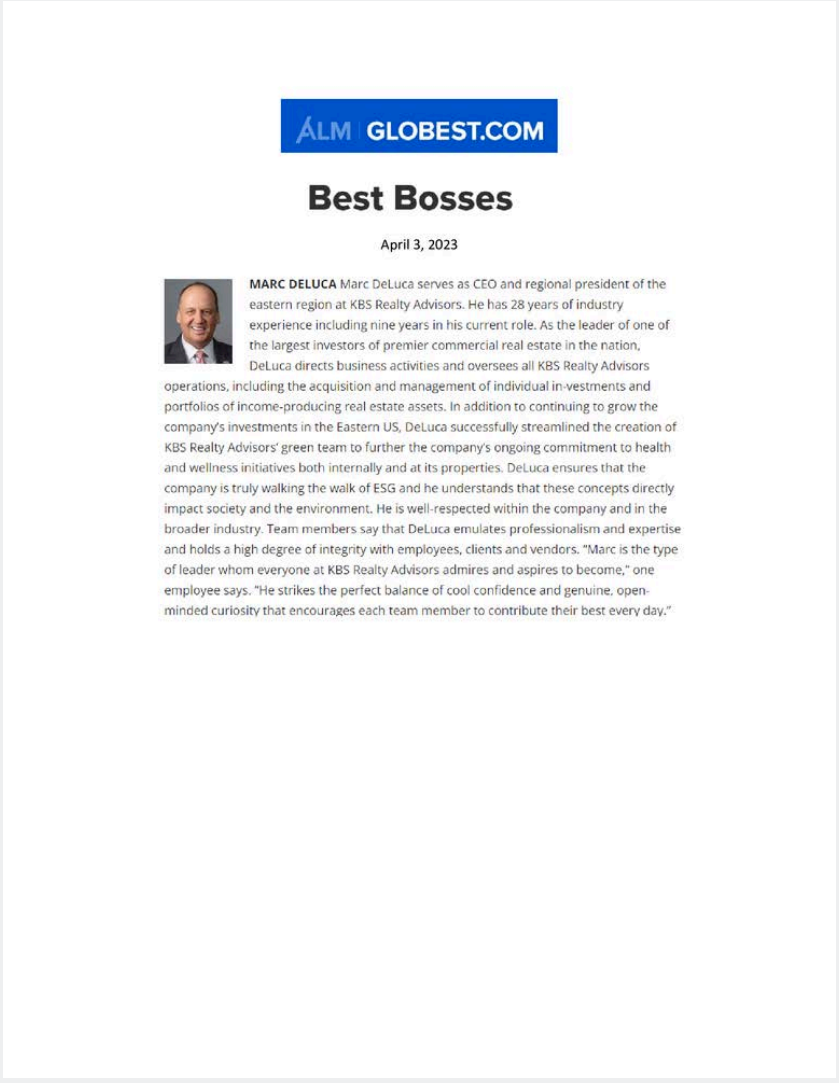


ALM | GLOBESTCOM

Best Bosses

April 3, 2023

MARC DELUCA Marc DeLuca serves as CEO and regional president of the eastern region at KBS Realty Advisors. He has 28 years of industry experience including nine years in his current role. As the leader of one of the largest investors of premier commercial real estate in the nation, DeLuca directs business activities and oversees all KBS Realty Advisors operations, including the acquisition and management of individual in-vestments and portfolios of income-producing real estate assets. In addition to continuing to grow the company's investments in the Eastern US, DeLuca successfully streamlined the creation of KBS Realty Advisors' green team to further the company's ongoing commitment to health and wellness initiatives both internally and at its properties. DeLuca ensures that the company is truly walking the walk of ESG and he understands that these concepts directly impact society and the environment. He is well-respected within the company and in the broader industry. Team members say that DeLuca emulates professionalism and expertise and holds a high degree of integrity with employees, clients and vendors. "Marc is the type of leader whom everyone at KBS Realty Advisors admires and aspires to become," one employee says. "He strikes the perfect balance of cool confidence and genuine, open-minded curiosity that encourages each team member to contribute their best every day."

April 03, 2023 ONLINE

GlobeSt. (56-02491)

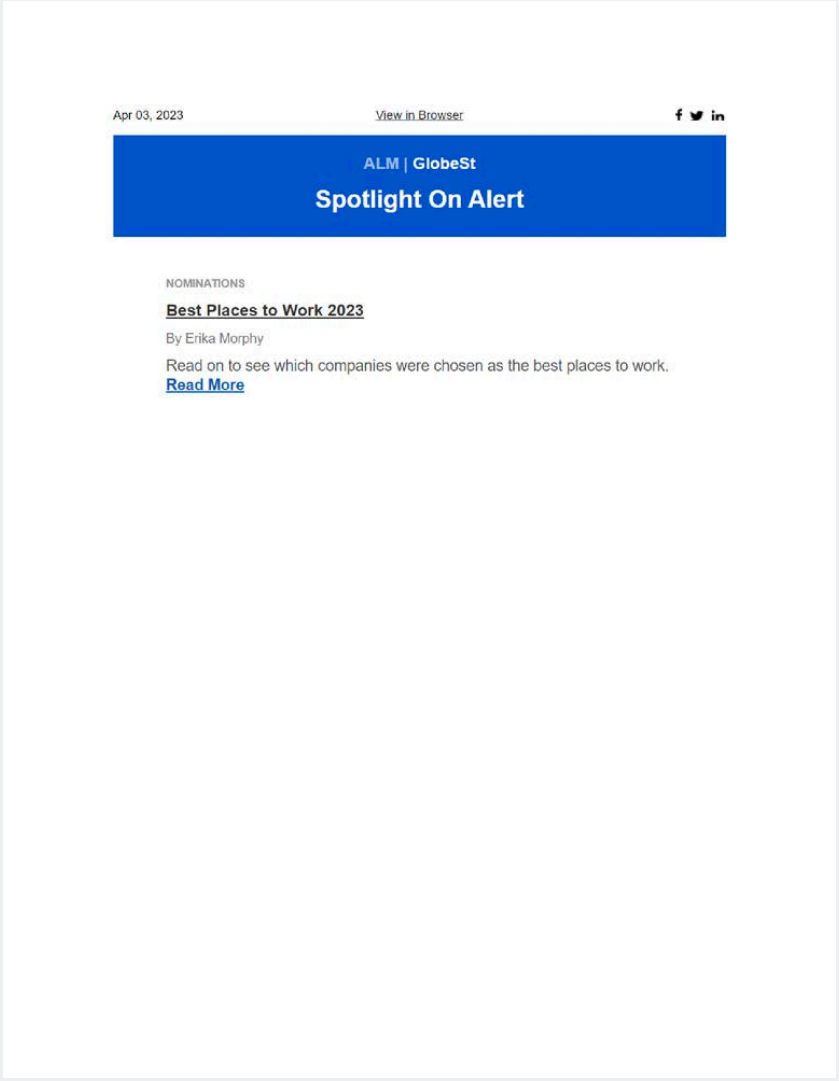
globest.com/2023/04/03/best-bosses/?sl...

Monthly Visits **160K**

Monthly Visits

GlobeSt.

Visit GlobeSt.com for National and Regional Commercial Real Estate News, Resource Directories, Webinars, Thought Leadership and Events.



Apr 03, 2023 View in Browser

ALM | GlobeSt

Spotlight On Alert

NOMINATIONS

Best Places to Work 2023

By Erika Morphy

Read on to see which companies were chosen as the best places to work.
Read More

April 03, 2023 ONLINE

GlobeSt. Newsletter (56-02529)

globest.com/2023/04/03/best-places-to-...

Monthly Visits **160K**

Monthly Visits

GlobeSt.

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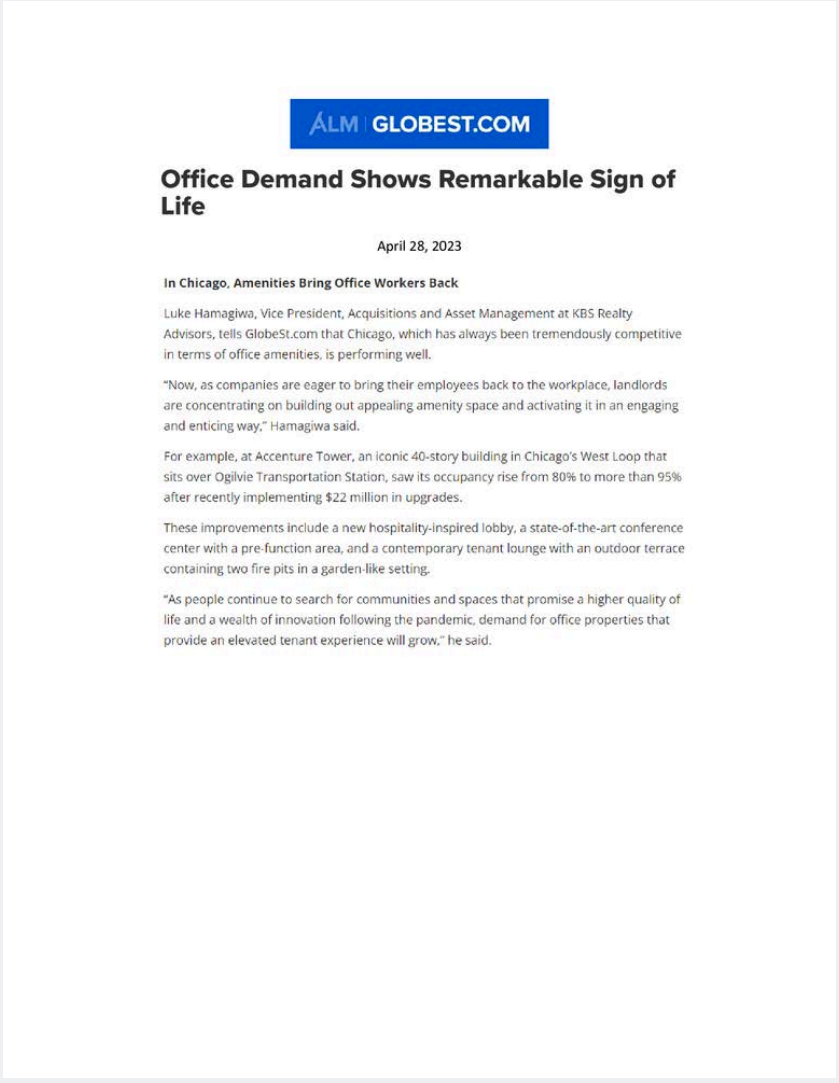


ALM | GLOBEST.COM

Office Demand Shows Remarkable Sign of Life

April 28, 2023

In Chicago, Amenities Bring Office Workers Back

Luke Hamagiwa, Vice President, Acquisitions and Asset Management at KBS Realty Advisors, tells GlobeSt.com that Chicago, which has always been tremendously competitive in terms of office amenities, is performing well.

"Now, as companies are eager to bring their employees back to the workplace, landlords are concentrating on building out appealing amenity space and activating it in an engaging and enticing way," Hamagiwa said.

For example, at Accenture Tower, an iconic 40-story building in Chicago's West Loop that sits over Ogilvie Transportation Station, saw its occupancy rise from 80% to more than 95% after recently implementing $22 million in upgrades.

These improvements include a new hospitality-inspired lobby, a state-of-the-art conference center with a pre-function area, and a contemporary tenant lounge with an outdoor terrace containing two fire pits in a garden-like setting.

"As people continue to search for communities and spaces that promise a higher quality of life and a wealth of innovation following the pandemic, demand for office properties that provide an elevated tenant experience will grow," he said.

April 28, 2023 ONLINE

GlobeSt. (56-062)

globest.com/2023/04/28/%E2%80%8Bo...

Monthly Visits **160K**

Monthly Visits

GlobeSt.

Visit GlobeSt.com for National and Regional Commercial Real Estate News, Resource Directories, Webinars, Thought Leadership and Events.

GlobeSt. Real Estate Forum

April 7, 2023

- Best Bosses: the men & women who have positioned their companies for future growth

April 07, 2023 ONLINE

GlobeSt. Newsletter (56-02491)

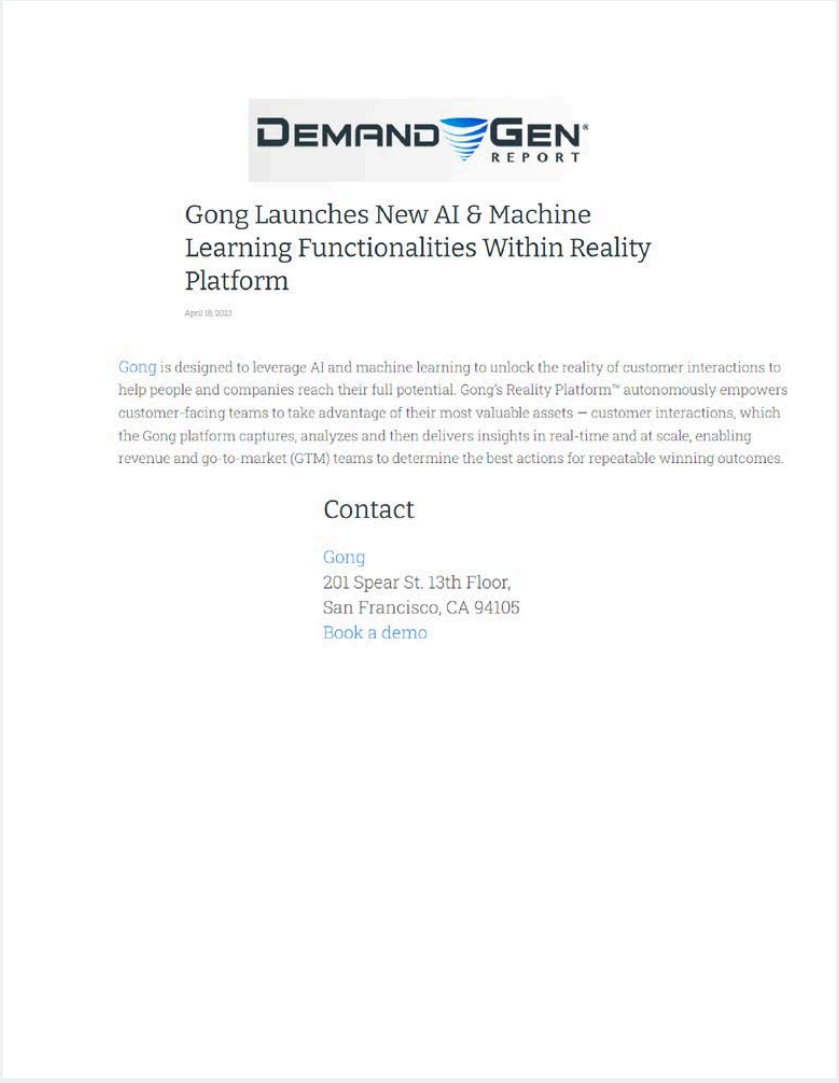
globest.com/media/digitaleditions/ref/RE...

Monthly Visits **160K**

Monthly Visits

Demand Gen Report

Latest B2B marketing news and trends. We cover new product innovations, capture insights from top industry executives, and offer unique insights into demand generatio...



DEMAND GEN REPORT

Gong Launches New AI & Machine Learning Functionalities Within Reality Platform

April 18, 2023

Gong is designed to leverage AI and machine learning to unlock the reality of customer interactions to help people and companies reach their full potential. Gong's Reality Platform™ autonomously empowers customer-facing teams to take advantage of their most valuable assets — customer interactions, which the Gong platform captures, analyzes and then delivers insights in real-time and at scale, enabling revenue and go-to-market (GTM) teams to determine the best actions for repeatable winning outcomes.

Contact

Gong
201 Spear St. 13th Floor,
San Francisco, CA 94105
Book a demo

April 18, 2023 ONLINE

Demand Gen Report (56-000)

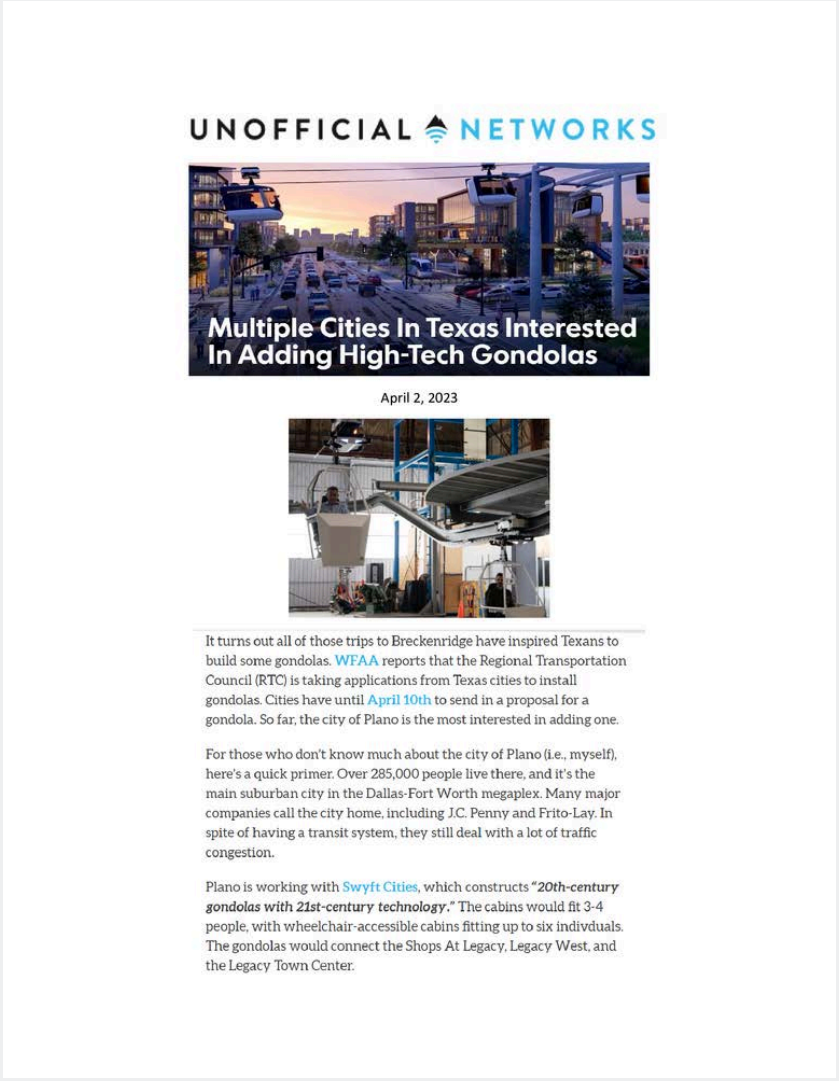
demandgenreport.com/features/solution-...

Monthly Visits **13.9K**

Monthly Visits

Unofficial Networks

Unofficial is a website dedicated to providing news, information, and entertainment related to skiing and snowboarding



UNOFFICIAL NETWORKS

Multiple Cities In Texas Interested In Adding High-Tech Gondolas

April 2, 2023

It turns out all of those trips to Breckenridge have inspired Texans to build some gondolas. WFAA reports that the Regional Transportation Council (RTC) is taking applications from Texas cities to install gondolas. Cities have until April 10th to send in a proposal for a gondola. So far, the city of Plano is the most interested in adding one.

For those who don't know much about the city of Plano (i.e., myself), here's a quick primer. Over 285,000 people live there, and it's the main suburban city in the Dallas-Fort Worth megaplex. Many major companies call the city home, including J.C. Penny and Frito-Lay. In spite of having a transit system, they still deal with a lot of traffic congestion.

Plano is working with Swyft Cities, which constructs ***"20th-century gondolas with 21st-century technology."*** The cabins would fit 3-4 people, with wheelchair-accessible cabins fitting up to six indivduals. The gondolas would connect the Shops At Legacy, Legacy West, and the Legacy Town Center.

April 02, 2023 ONLINE

Unofficial Networks (56-000)

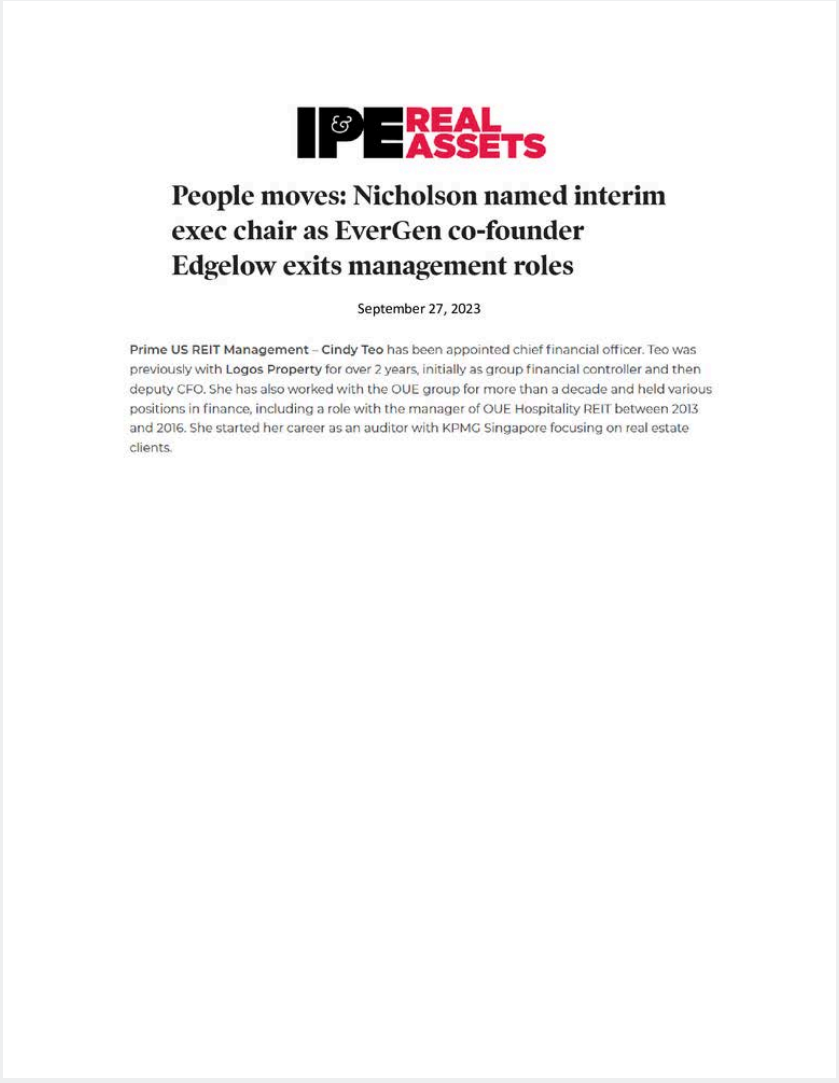
unofficialnetworks.com/2023/04/02/plan...

Monthly Visits **113K**

Monthly Visits

IPE Real Assets

Global market intelligence for institutional real assets investment



IPE REAL ASSETS

People moves: Nicholson named interim exec chair as EverGen co-founder Edgelow exits management roles

September 27, 2023

Prime US REIT Management – **Cindy Teo** has been appointed chief financial officer. Teo was previously with **Logos Property** for over 2 years, initially as group financial controller and then deputy CFO. She has also worked with the OUE group for more than a decade and held various positions in finance, including a role with the manager of OUE Hospitality REIT between 2013 and 2016. She started her career as an auditor with KPMG Singapore focusing on real estate clients.

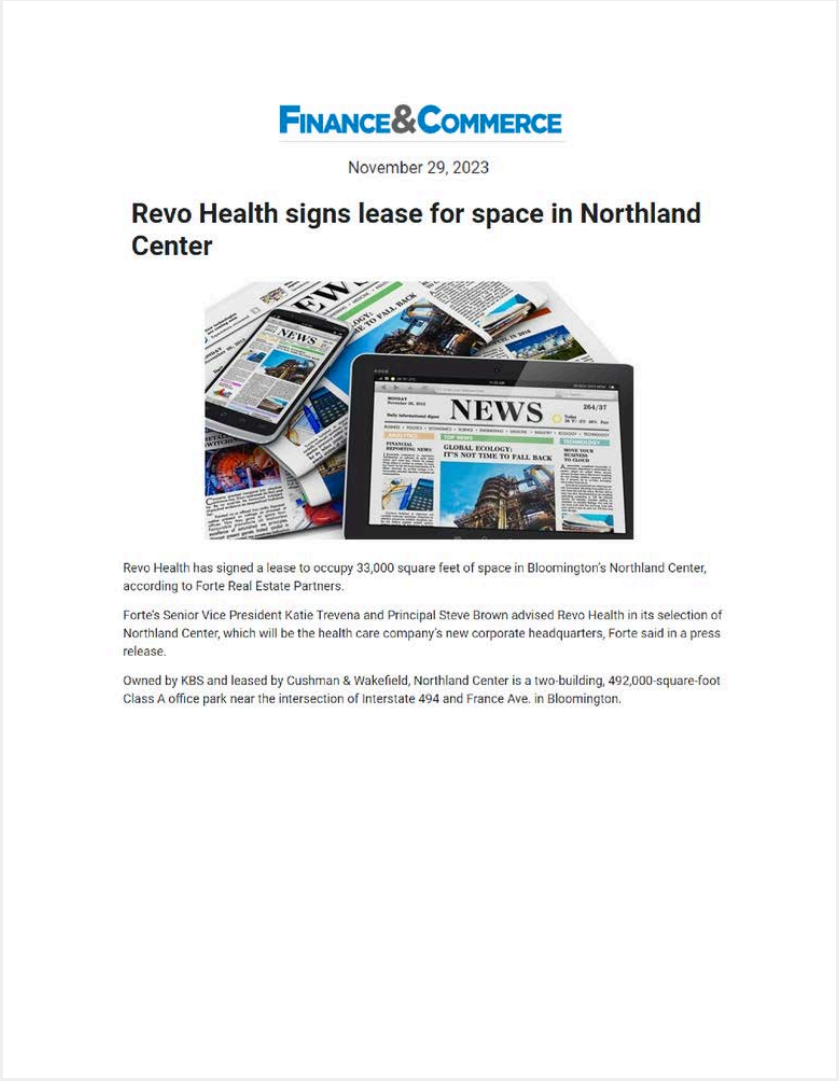
September 27, 2023 ONLINE

IPE Real Assets (56-000)

realassets.ipe.com/news/people-moves-e...

Finance & Commerce

Daily news source focused on commercial real estate, construction, banking, finance, economic development in Minnesota.



FINANCE&COMMERCE

November 29, 2023

Revo Health signs lease for space in Northland Center

Revo Health has signed a lease to occupy 33,000 square feet of space in Bloomington's Northland Center, according to Forte Real Estate Partners.

Forte's Senior Vice President Katie Trevena and Principal Steve Brown advised Revo Health in its selection of Northland Center, which will be the health care company's new corporate headquarters, Forte said in a press release.

Owned by KBS and leased by Cushman & Wakefield, Northland Center is a two-building, 492,000-square-foot Class A office park near the intersection of Interstate 494 and France Ave. in Bloomington.

November 29, 2023 ONLINE

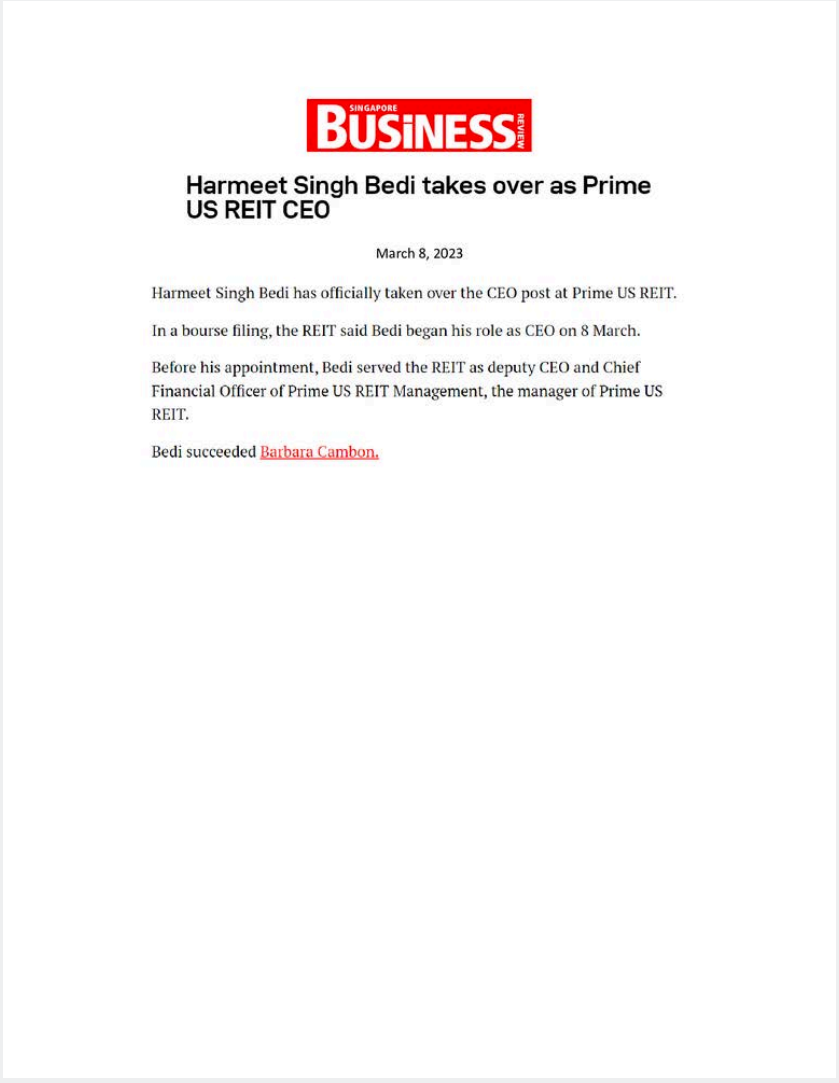
Finance & Commerce (56-0204)

finance-commerce.com/2023/11/revo-hea...

Monthly Visits **80.3K**

Monthly Visits

Singapore Business Review



SINGAPORE BUSINESS REVIEW

Harmeet Singh Bedi takes over as Prime US REIT CEO

March 8, 2023

Harmeet Singh Bedi has officially taken over the CEO post at Prime US REIT.

In a bourse filing, the REIT said Bedi began his role as CEO on 8 March.

Before his appointment, Bedi served the REIT as deputy CEO and Chief Financial Officer of Prime US REIT Management, the manager of Prime US REIT.

Bedi succeeded Barbara Cambon.

March 08, 2023 ONLINE

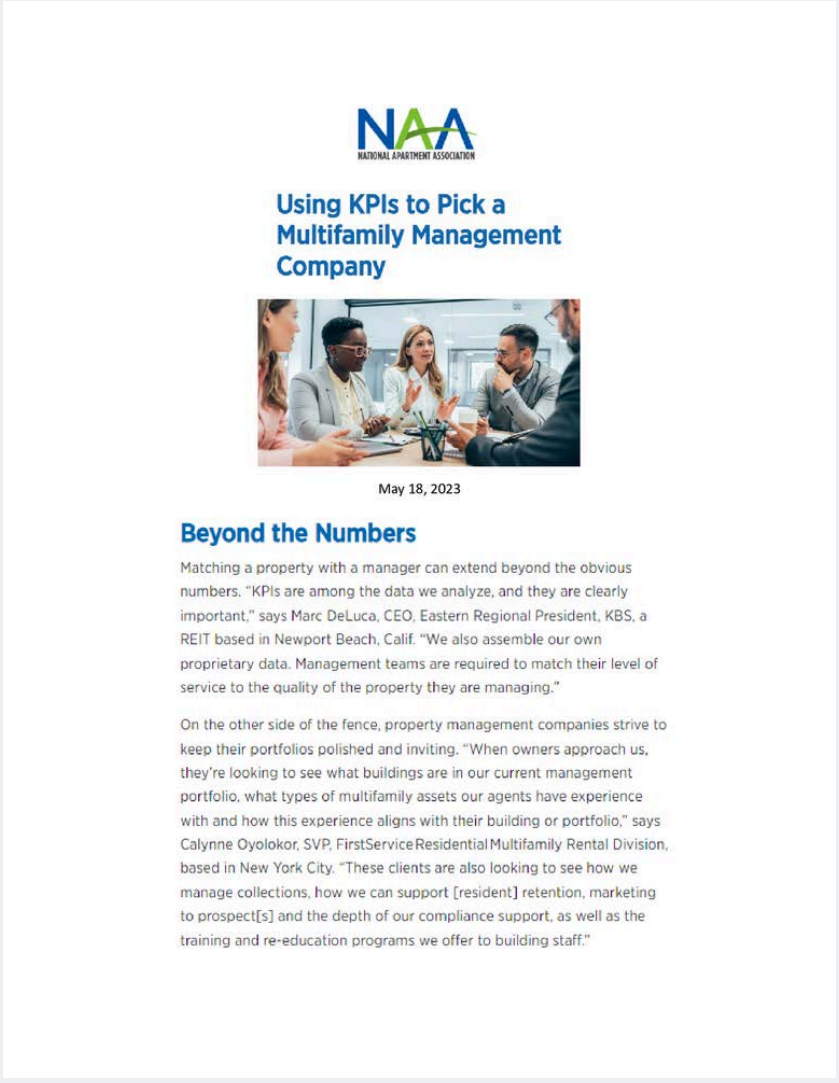
Singapore Business Review (56-000)

sbr.com.sg/commercial-property/news/ha...

Monthly Visits **79.5K**

Monthly Visits

National Apartment Association



Using KPIs to Pick a Multifamily Management Company

May 18, 2023

Beyond the Numbers

Matching a property with a manager can extend beyond the obvious numbers. "KPIs are among the data we analyze, and they are clearly important," says Marc DeLuca, CEO, Eastern Regional President, KBS, a REIT based in Newport Beach, Calif. "We also assemble our own proprietary data. Management teams are required to match their level of service to the quality of the property they are managing."

On the other side of the fence, property management companies strive to keep their portfolios polished and inviting. "When owners approach us, they're looking to see what buildings are in our current management portfolio, what types of multifamily assets our agents have experience with and how this experience aligns with their building or portfolio," says Calynne Oyolokor, SVP, FirstService Residential Multifamily Rental Division, based in New York City. "These clients are also looking to see how we manage collections, how we can support [resident] retention, marketing to prospect[s] and the depth of our compliance support, as well as the training and re-education programs we offer to building staff."

May 31, 2023 ONLINE

National Apartment Association (56-000)

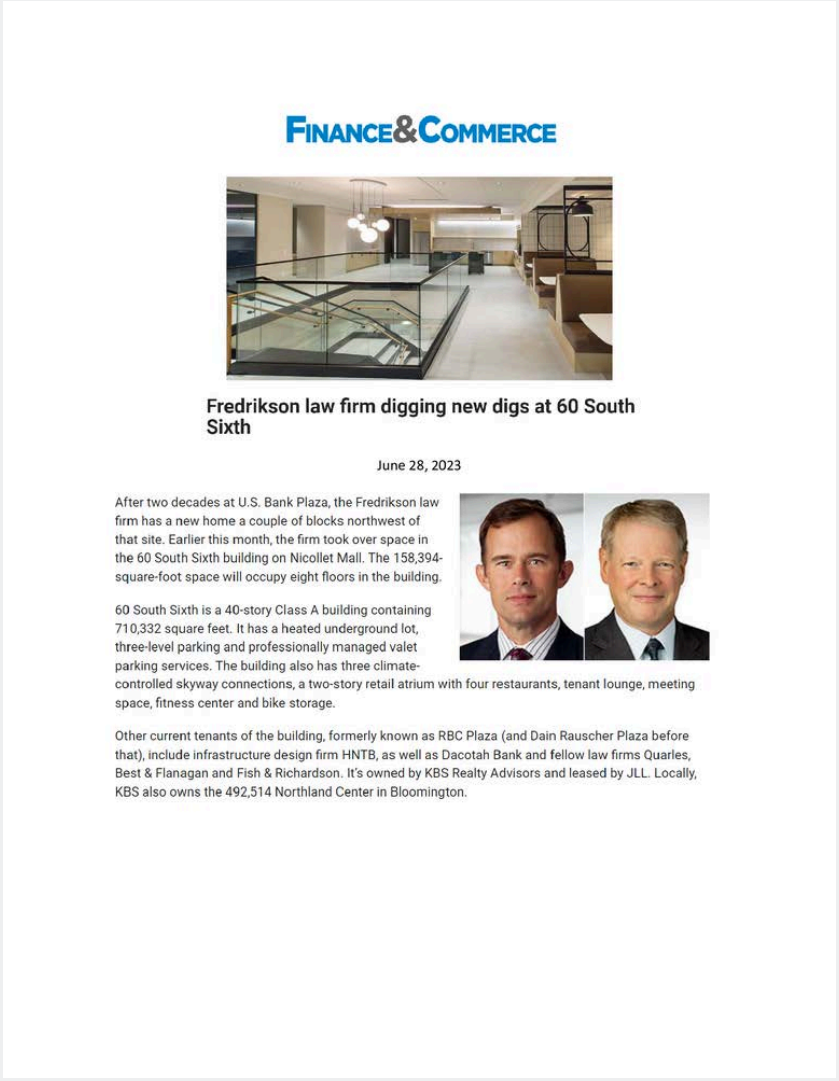
naahq.org/using-kpis-pick-multifamily-ma...

Monthly Visits **31.9K**

Monthly Visits

Finance & Commerce

Daily news source focused on commercial real estate, construction, banking, finance, economic development in Minnesota.



FINANCE&COMMERCE

Fredrikson law firm digging new digs at 60 South Sixth

June 28, 2023

After two decades at U.S. Bank Plaza, the Fredrikson law firm has a new home a couple of blocks northwest of that site. Earlier this month, the firm took over space in the 60 South Sixth building on Nicollet Mall. The 158,394-square-foot space will occupy eight floors in the building.

60 South Sixth is a 40-story Class A building containing 710,332 square feet. It has a heated underground lot, three-level parking and professionally managed valet parking services. The building also has three climate-controlled skyway connections, a two-story retail atrium with four restaurants, tenant lounge, meeting space, fitness center and bike storage.

Other current tenants of the building, formerly known as RBC Plaza (and Dain Rauscher Plaza before that), include infrastructure design firm HNTB, as well as Dacotah Bank and fellow law firms Quarles, Best & Flanagan and Fish & Richardson. It's owned by KBS Realty Advisors and leased by JLL. Locally, KBS also owns the 492,514 Northland Center in Bloomington.

June 28, 2023 ONLINE

Finance & Commerce (56-028)

finance-commerce.com/2023/06/fredriks...

Monthly Visits **49.1K**

Monthly Visits

Finance & Commerce

Daily news source focused on commercial real estate, construction, banking, finance, economic development in Minnesota.

FINANCE&COMMERCE

MORNING MEMO - June 29, 2023

Report questions Met Council's oversight of light rail contracts

A new report from the state's Legislative Auditor takes the Metropolitan Council ...

Fredrikson law firm digging new digs at 60 South Sixth

After two decades at U.S. Bank Plaza, the Fredrikson law firm has a new home a couple of blocks northwest of that site.

Court reinstates environmental appeal in PolyMet case

In the latest step in the PolyMet Mining saga, the Minnesota Supreme Court has ruled that the Minnesota Court of ...

June 29, 2023 ONLINE

Finance & Commerce Newsletter (56-028)

finance-commerce.com/2023/06/fredriks...

Monthly Visits **49.1K**

Monthly Visits

Finance & Commerce

Daily news source focused on commercial real estate, construction, banking, finance, economic development in Minnesota.

July 08, 2023 ONLINE

Finance Commerce (56-000)

Monthly Visits **1K**

Monthly Visits

FINANCE & COMMERCE

Date: Saturday, July 08, 2023
Location: MINNEAPOLIS, MN
Circulation (DMA): 3,500 (14)
Type (Frequency): Magazine (D)
Page: 4
Section: Main
Keyword: RBC Plaza

Most-read stories on finance-commerce.com

1. Multifamily permits crater in mixed homebuilding report
By Brian Johnson, staff writer
(Published online June 30, in print July 1)

2. Excelsior Group buys land for townhomes in Maple Grove
By Brian Johnson, staff writer
(Published online June 29, in print June 30)

3. Just Sold: Goodin sells St. Cloud plant before moving
By Anne Bretts, contributing writer
(Published online June 30, in print July 1)

4. State Office Building renovation and expansion up for review
By Brian Johnson, staff writer
(Published online June 29, in print June 30)

5. Minnesota resorts stay busy
By Anne Bretts, contributing writer
(Published online July 3, in print July 5)

6. Fredrikson law firm digging new digs at 60 South Sixth
By Dan Hellman, contributing writer
(Published online June 28, in print June 29)

7. Just Sold: Herzog ads Alexandria apartments to portfolio
By Anne Bretts, contributing writer
(Published online June 29, in print June 30)

8. Victoria Theater lifts permit activity in St. Paul
By Brian Johnson, staff writer
(Published online July 3, in print July 5)

9. Legislative Auditor report questions Met Council's oversight of light rail contracts
By Brian Johnson, staff writer
(Published online June 28, in print June 29)

10. Court reinstates environmental appeal in PolyMet case
By Laura Brown, staff writer
(Published online June 28, in print June 29)

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Singapore Business Review

Singapore Business Review - The Latest News, Headlines, Insight, Commentary and Analysis. Singapore Business Review covers all business news in Singapore

SINGAPORE BUSINESS REVIEW

September 26, 2023

Cindy Teo is Prime US Reit's new CFO

She previously had top posts in LOGOS and OUE Hospitality Reit.

Prime US Reit Management appointed Cindy Teo as the real estate investment trust's new chief financial officer (CFO), starting 25 September 2023.

In a bourse filing, Teo has more than 15 years of real estate experience, specifically in fund management, corporate finance, treasury, and statutory reporting.

September 26, 2023 ONLINE

Singapore Business Review (56-000)

sbr.com.sg/commercial-property/news/cin...

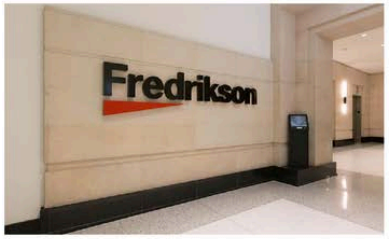
Monthly Visits **94.4K**

Monthly Visits

Twin Cities Business

New Products

TWIN CITIES BUSINESS



Fredrikson Opens Office Built for Hybrid, Digital Eras

June 12, 2023

While debates rage over the future of downtown Minneapolis, the Fredrikson law firm decided to remain downtown and opened its modern office Monday in the 60 South Sixth building.

Fredrikson signed a 16-year lease to occupy eight floors of the Class A office building, with space construction that began in June 2022.

"When we signed this [lease], when we committed to going forward, downtown was facing lots of strife," John Koneck, Fredrikson's president, said in an interview with *Twin Cities Business*. "When George Floyd was killed and all the civil unrest that followed that happened, downtown was perceived as not a very safe place."

John Koneck, firm president

June 12, 2023 ONLINE

Twin Cities Business (56-028)

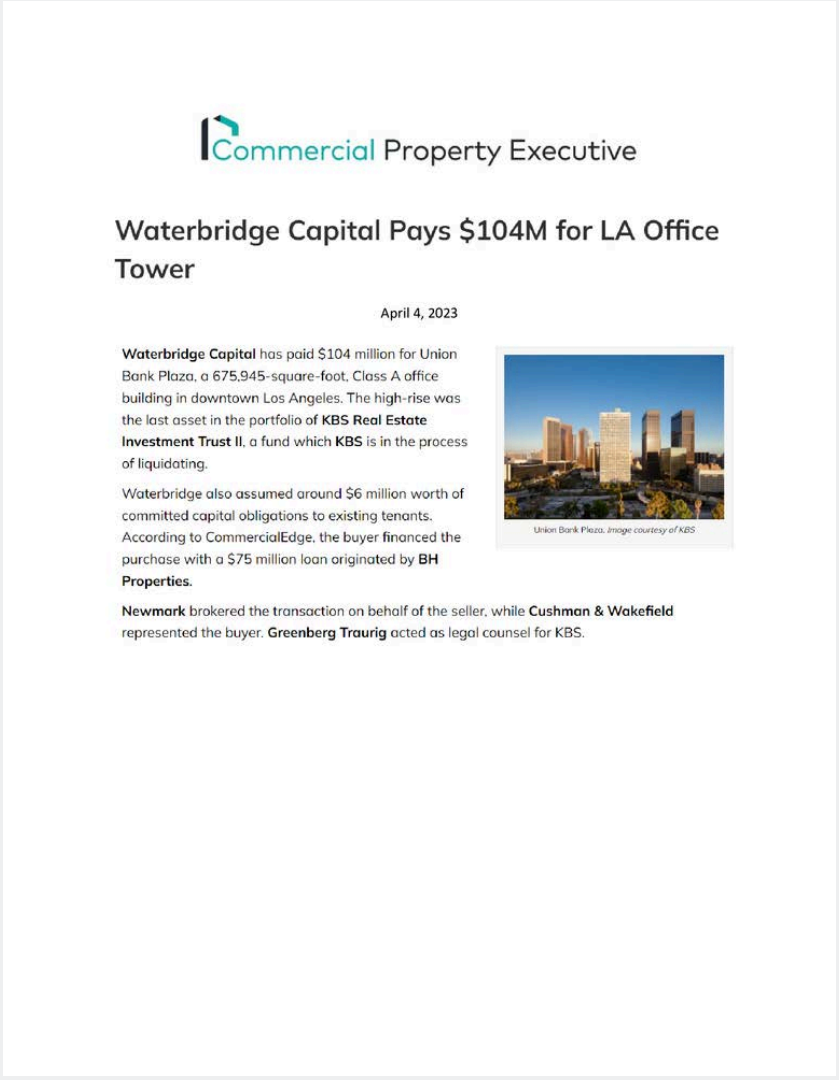
tcbmag.com/fredrikson-opens-office-built...

Monthly Visits **56.5K**

Monthly Visits

Commercial Property Executive

Search commercial real estate listings for sale or lease — office spaces for lease, retail spaces, industrial properties and more.



Commercial Property Executive

Waterbridge Capital Pays $104M for LA Office Tower

April 4, 2023

Waterbridge Capital has paid $104 million for Union Bank Plaza, a 675,945-square-foot, Class A office building in downtown Los Angeles. The high-rise was the last asset in the portfolio of **KBS Real Estate Investment Trust II**, a fund which **KBS** is in the process of liquidating.

Union Bank Plaza. *Image courtesy of KBS*

Waterbridge also assumed around $6 million worth of committed capital obligations to existing tenants. According to CommercialEdge, the buyer financed the purchase with a $75 million loan originated by **BH Properties**.

Newmark brokered the transaction on behalf of the seller, while **Cushman & Wakefield** represented the buyer. **Greenberg Traurig** acted as legal counsel for KBS.

April 04, 2023 ONLINE

Commercial Property Executive (56-02429)

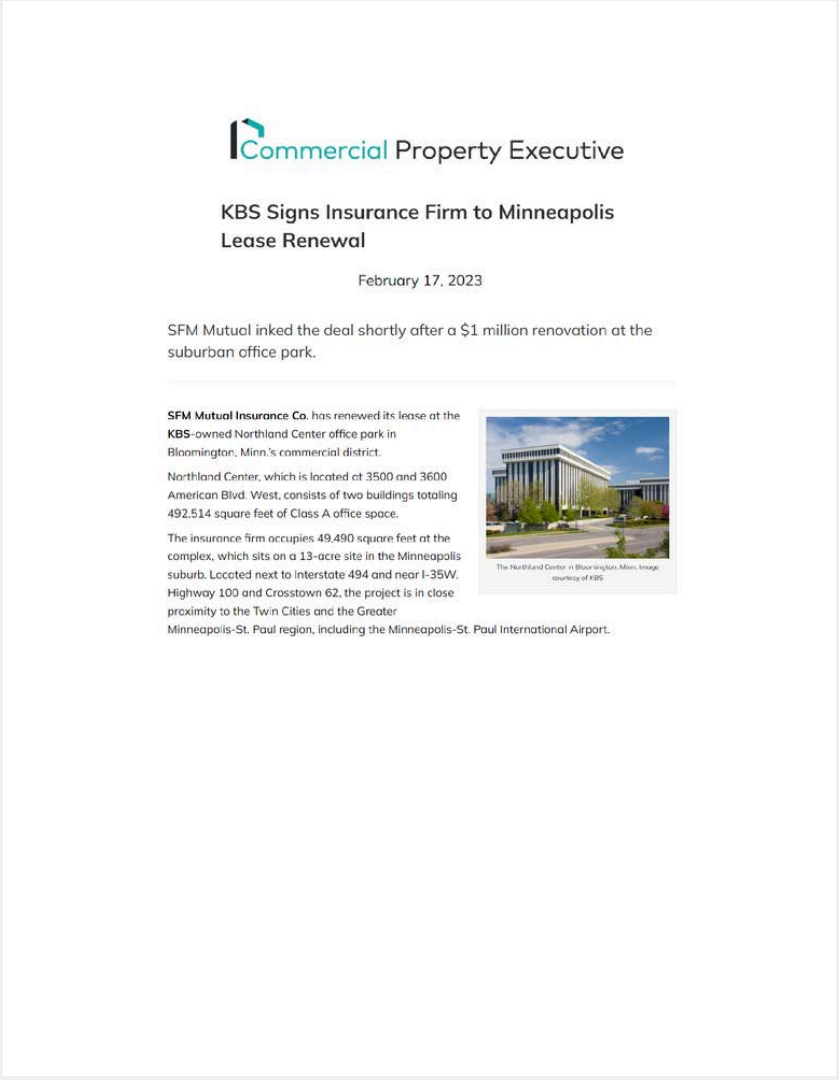
commercialsearch.com/news/waterbridg...

Monthly Visits **15.9K**

Monthly Visits

Commercial Property Executive

Search commercial real estate listings for sale or lease — office spaces for lease, retail spaces, industrial properties and more.



Commercial Property Executive

KBS Signs Insurance Firm to Minneapolis Lease Renewal

February 17, 2023

SFM Mutual inked the deal shortly after a $1 million renovation at the suburban office park.

SFM Mutual Insurance Co. has renewed its lease at the **KBS**-owned Northland Center office park in Bloomington, Minn.'s commercial district.

Northland Center, which is located at 3500 and 3600 American Blvd. West, consists of two buildings totaling 492,514 square feet of Class A office space.

The insurance firm occupies 49,490 square feet at the complex, which sits on a 13-acre site in the Minneapolis suburb. Located next to Interstate 494 and near I-35W, Highway 100 and Crosstown 62, the project is in close proximity to the Twin Cities and the Greater Minneapolis-St. Paul region, including the Minneapolis-St. Paul International Airport.

February 17, 2023 ONLINE

Commercial Property Executive (56-000)

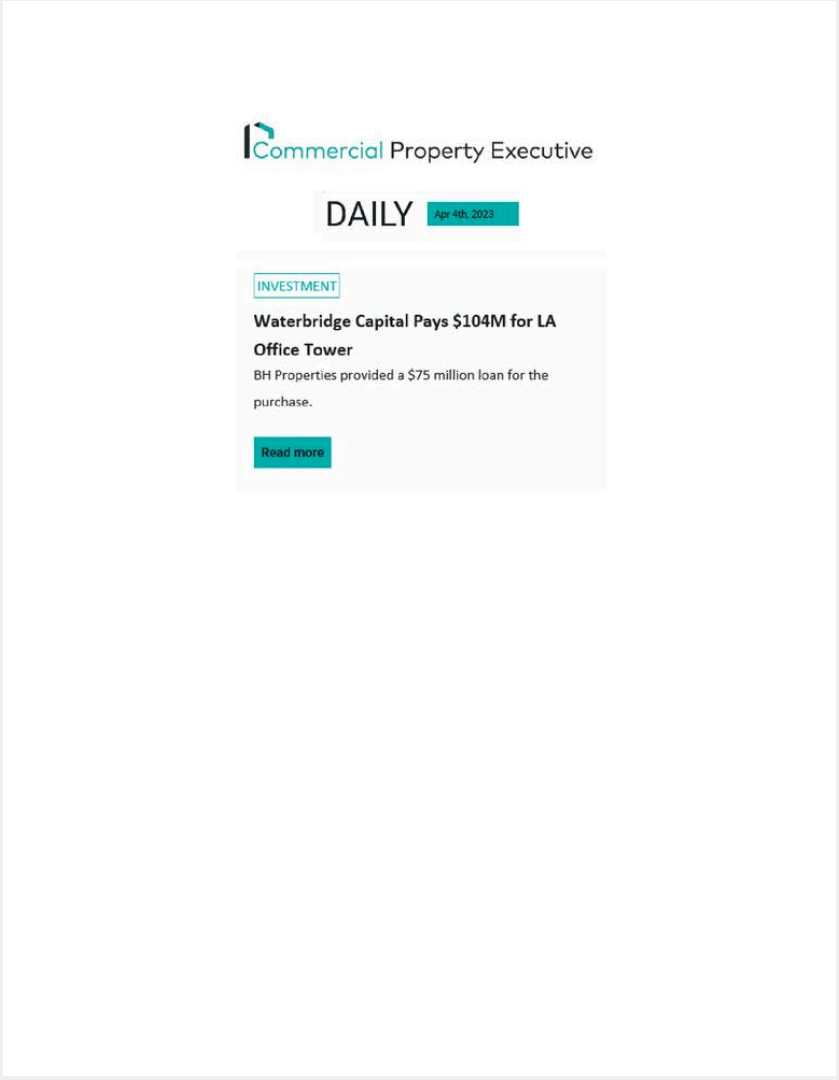
commercialsearch.com/news/sfm-mutual-...

Monthly Visits **15.9K**

Monthly Visits

Commercial Property Executive

Search commercial real estate listings for sale or lease — office spaces for lease, retail spaces, industrial properties and more.



April 04, 2023 ONLINE

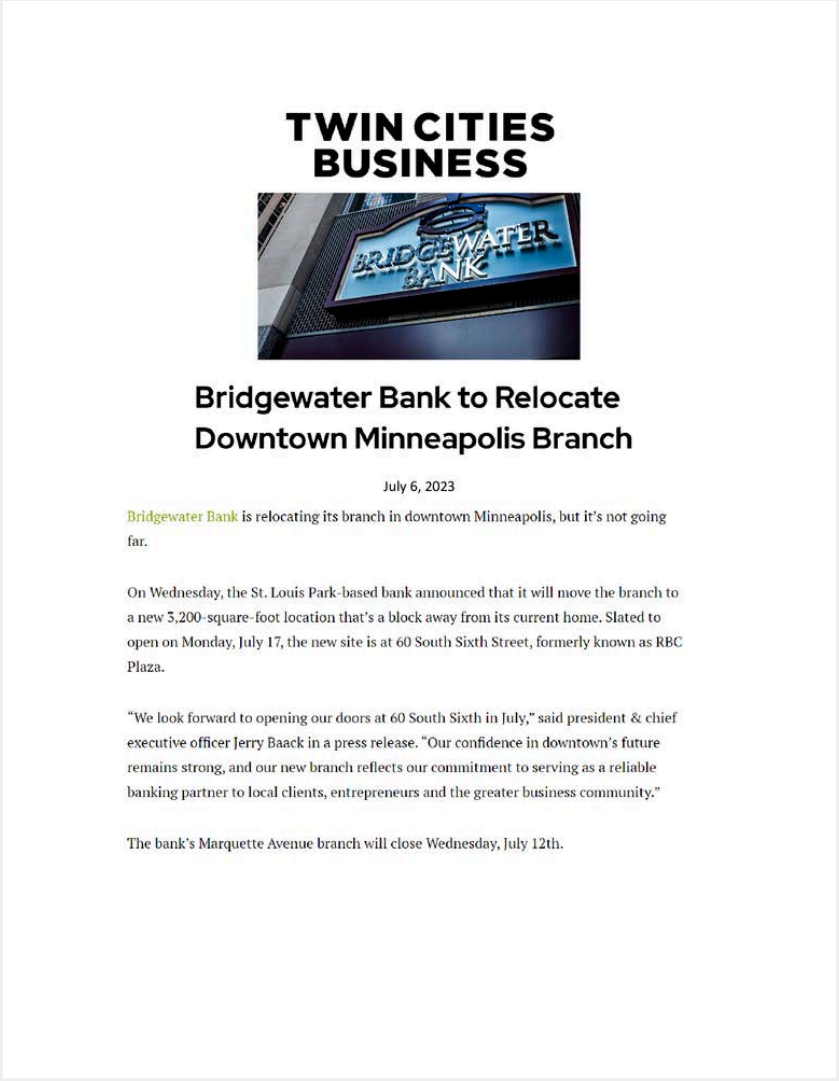
Commercial Property Executive Newsletter (56-02429)

commercialsearch.com/news/waterbridg...

Monthly Visits **15.9K**

Monthly Visits

Twin Cities Business
New Products



TWIN CITIES BUSINESS

Bridgewater Bank to Relocate Downtown Minneapolis Branch

July 6, 2023

Bridgewater Bank is relocating its branch in downtown Minneapolis, but it's not going far.

On Wednesday, the St. Louis Park-based bank announced that it will move the branch to a new 3,200-square-foot location that's a block away from its current home. Slated to open on Monday, July 17, the new site is at 60 South Sixth Street, formerly known as RBC Plaza.

"We look forward to opening our doors at 60 South Sixth in July," said president & chief executive officer Jerry Baack in a press release. "Our confidence in downtown's future remains strong, and our new branch reflects our commitment to serving as a reliable banking partner to local clients, entrepreneurs and the greater business community."

The bank's Marquette Avenue branch will close Wednesday, July 12th.

July 04, 2023 ONLINE

Twin Cities Business (56-000)

tcbmag.com/bridgewater-bank-to-relocat...

Monthly Visits **56.5K**
Monthly Visits

July 20, 2023 ONLINE

Orange County Business Journal (56-000)

ocbj.com/oc-500/2022/real-estate-marc-...

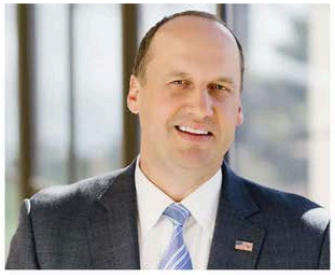
Monthly Visits **68.2K**

Monthly Visits

ORANGE COUNTY BUSINESS JOURNAL
THE COMMUNITY OF BUSINESS™

OC500 2022 – REAL ESTATE: MARC DELUCA

BY STAFF-AUTHOR
JULY 20, 2023



WHY: Runs Newport Beach-based realty investor, which has been among country's most active buyers of large office properties over past decade. Counts numerous REITs, other investment vehicles.

IN THE NEWS: Took over CEO role from Chuck Schreiber at the start of the year. NOTABLE: KBS looking to reenter Orange County market via strategic office investment opportunities.

QUOTABLE: "We are tracking 30 markets extremely closely, specifically markets with a strong employee base, good quality of life and school systems. Orange County is one of those markets."

Orange County Business Journal

An Orange County Business Journal Special Report & Custom Content

EMBRACING DIVERSITY EQUITY & INCLUSION

Mitsubishi Electric US | ECOS | Beckman Coulter Diagnostics

Kairos Investment Management Company LLC | KBS Realty Advisors

Diversity in the workplace involves recruiting and retaining a workforce inclusive of different backgrounds, national origins, and communities. From the placement of women in the C-Suite position to supporting organizations that lift disenfranchised communities, companies across Orange County are investing in creating a sense of belonging, in and outside of the office.

Embracing Diversity, Equity & Inclusion acknowledges and celebrates exemplary companies advancing those efforts in the community and creating tangible positive impacts.

The 62 companies featured in the Business Journal's inaugural DE&I special report are paving the way for others in OC looking to further their inclusionary efforts and reap the benefits of a more diverse yet cohesive organization.

METHODOLOGY: The honorees did not pay to be included. Their profiles were drawn from nomination materials submitted. This list is not comprehensive. It includes only organizations for whom nominations were submitted and accepted after an editorial review.

Diamond Sponsor — Gold Sponsor — Silver Sponsor

UCI Health | American First Credit Union | Balfour Beatty | Cityer Hope | ECOS | easterseals Southern California | INGRAM | MITSUBISHI ELECTRIC | withum

July 07, 2023 ONLINE

Orange County Business Journal (56-069)

ocbj.com/custom-content/embracing-dei-...

Monthly Visits **63.2K**

Monthly Visits

EMBRACING DIVERSITY EQUITY & INCLUSION 2023

Kairos Investment Management Company LLC *Irvine* Real Estate Investment
Kairos Investment Management Company LLC is a minority-owned, experienced, and respected commercial real estate investment and management company. Kairos regularly hires and promotes qualified, educated women and people of color and ethnic diversity with a solid background in real estate experience and management.

KBS Realty Advisors *Newport Beach* Commercial Real Estate
The essence of DEI, embedded into KBS' supportive and long-established company culture, extends to the firm's organizational structure. In 2022, KBS appointed a new ESG Manager, Apaulo Malloy, a woman of color with an extensive background in human resources and company operations, to direct the firm's ESG efforts as a proactive strategy to drive KBS toward a sustainable and socially equitable future.

Lutheran Social Services of Southern California *Orange* Nonprofit/Social Services
Lutheran Social Services is committed to culturally-appropriate services and engages different population demographics in the context of their communities and unique lived experiences. From recruiting practices to pay and benefits, promotions, and all other aspects of employment, an environment of equity is of utmost importance.

M S International Inc. (MSI) *Orange* Building Materials
MSI was founded by an immigrant woman and are managed by a diverse senior leadership team that represents a broad spectrum of race, ethnicity, nationality, sex, gender, sexual orientation, disability, religion, national origin, and veteran statuses. The company's diversity committees and employee groups solicit feedback from their peers and leaders, generate ideas to improve inclusion and belonging, and share suggestions and submit ideas to senior leadership.

Mitsubishi Electric US *Cypress* Manufacturing
Mitsubishi Electric uses Lean principles which enables companies to reduce waste, increase efficiency and achieve continuous improvement by empowering the people closest to the work. The company established its DEI Task Force as an advisory committee to senior management to advocate for DEI as essential for the company's success, deepen their efforts to recruit and retain a diverse workforce, promote diversity and inclusion among suppliers, and foster open dialogue on ways to support DEI at Mitsubishi and in local communities.

Octane OC *Newport Beach* Nonprofit
Octane is committed to enhancing DEI commitment as seen through initiatives such as Women Leaders of Octane and the Non-Profit Accelerator. Octane's workforce is made up of 70% women and are seeking to continuously improve the diversity in the workforce.

Parentis Health *Laguna Hills* Healthcare
By hiring employees from diverse backgrounds, Parentis Health enhances communication and builds strong relationships with patients and their families. Their diverse team members bring a wealth of experiences and language skills that enable them to bridge any communication gaps and ensure that every patient feels heard and understood. The company also offers training programs and resources to educate employees on DEI topics and encourage inclusive behaviors in the workplace.

PepsiCo Beverages North America, West Division *Aliso Viejo* *Food and Beverages // Consumer Packaged Goods*
Globally, PepsiCo is on track to achieving 50% women in management roles globally by 2025. In addition, men and women are currently paid within 1% of each other in base compensation and people of color and non-minorities are paid within 1% in base compensation. PepsiCo employees are encouraged to join Employee Resources Groups which host inclusive programming. For example, the PepsiCo Women Inclusion Network (WIN) and Women of Color (WOC) hosted a 3-day conference in Las Vegas focusing on mentorship, sponsorship, and management techniques.

RJI International CPAs *Irvine* Accounting
To accelerate diversity in its recruitment pipeline, the firm partners with the Latino Business Student Association at Cal State Fullerton. The firm also cultivates equity to ensure everyone has the resources and support they need to grow and succeed. The firm is committed to removing obstacles to career growth, including eliminating the financial burdens its employees face when obtaining a CPA license. In addition, they encourage senior team members to obtain their Masters in Tax Law and covers their continued education fees.

RSM US LLP *Irvine* Professional Services
RSM places a high value on DEI. Internally, RSM invests over $3 million annually, has five full-time resources and has over 200 professionals serving dual roles executing their Culture, Diversity and Inclusion (CDI) programming. Throughout their business practices, their commitment encompasses key pillars of community, diversity, ethics and sustainability.

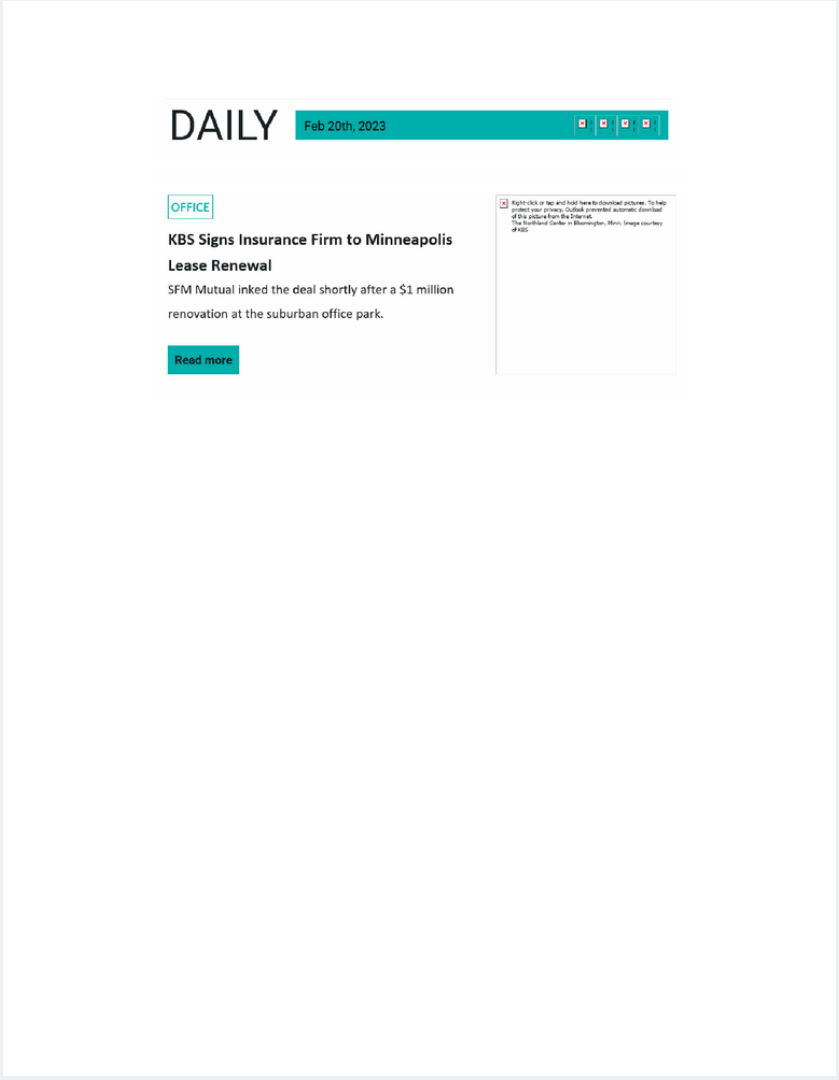
Rutan & Tucker *Irvine* Law Firm
Diversity at Rutan means a guarantee of equal opportunity in hiring, compensation, promotion, and career development. Rutan's Recruiting and Diversity Committee efforts have resulted in new associate classes consisting of more than 50 percent women and 33 percent people of color over the past five years. Through the diversity committee, Rutan promotes mentorship, and senior attorneys conduct small group meetings with associates to encourage open dialogue on issues of concern.

SingerLewak *Irvine* Accounting Firm
SingerLewak embraces a strategic approach to workforce education by offering financial support for staff's continuous education, i.e., for completing Master classes in Accountancy, CPA courses, etc. which is making a meaningful and durable commitment to nurture a more diverse talent pool with in-demand skills and support DEI goals. The firm is working to establish relationships with Historically Black Colleges, in addition to their relationships with other accounting associations that represent other ethnicities.

Slalom *Irvine* Management Consulting
Slalom's overall ID&E strategy is embedded in their greater People Strategy to ensure continuity and presence across all markets and teams. The company funds eight employee resource groups that are supported by a full-time global ERG program manager. Slalom's ID&E Center of Excellence is made up of seven talented and experienced ID&E practitioners each assigned to a Slalom office and works closely with local leadership, ID&E ambassadors, and Slalomers to help each office accelerate their journey to their goals.

Commercial Property Executive

Search commercial real estate listings for sale or lease — office spaces for lease, retail spaces, industrial properties and more.



February 20, 2023 ONLINE

Commercial Property Executive Newsletter (56-000)

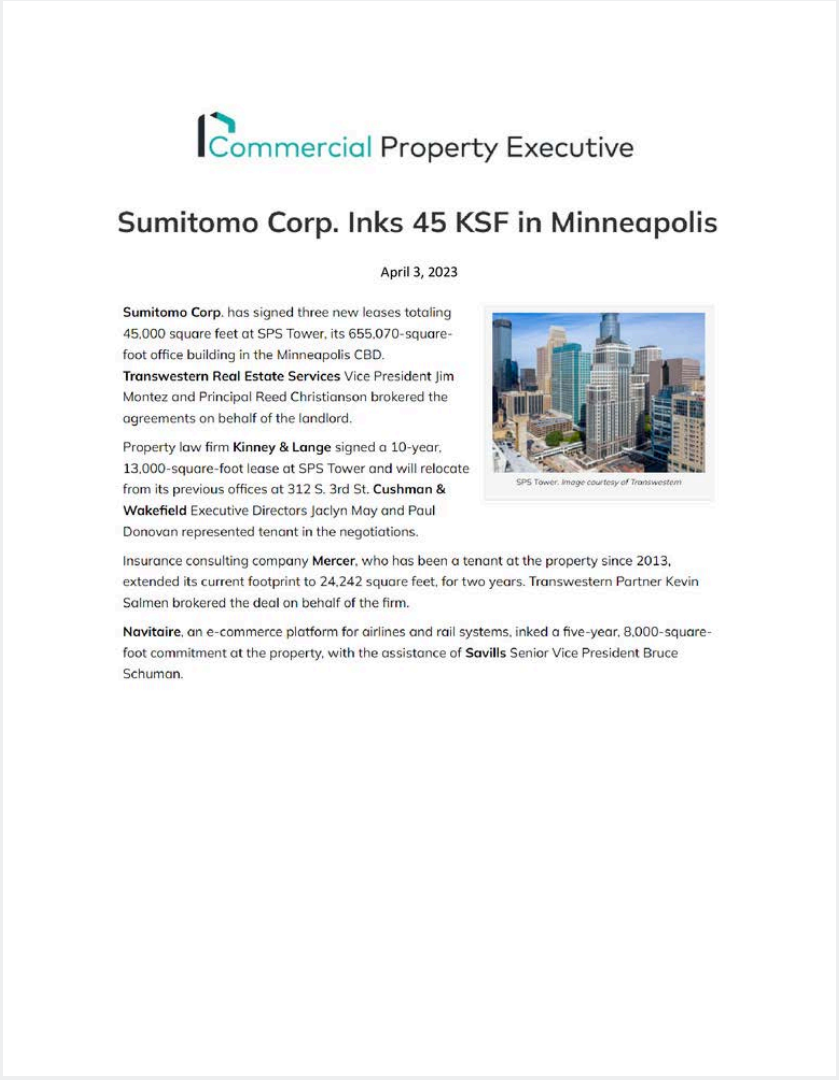
commercialsearch.com/news/sfm-mutual-...

Monthly Visits **15.9K**

Monthly Visits

Commercial Property Executive

Search commercial real estate listings for sale or lease — office spaces for lease, retail spaces, industrial properties and more.



Commercial Property Executive

Sumitomo Corp. Inks 45 KSF in Minneapolis

April 3, 2023

Sumitomo Corp. has signed three new leases totaling 45,000 square feet at SPS Tower, its 655,070-square-foot office building in the Minneapolis CBD. **Transwestern Real Estate Services** Vice President Jim Montez and Principal Reed Christianson brokered the agreements on behalf of the landlord.

SPS Tower. Image courtesy of Transwestern

Property law firm **Kinney & Lange** signed a 10-year, 13,000-square-foot lease at SPS Tower and will relocate from its previous offices at 312 S. 3rd St. **Cushman & Wakefield** Executive Directors Jaclyn May and Paul Donovan represented tenant in the negotiations.

Insurance consulting company **Mercer**, who has been a tenant at the property since 2013, extended its current footprint to 24,242 square feet, for two years. Transwestern Partner Kevin Salmen brokered the deal on behalf of the firm.

Navitaire, an e-commerce platform for airlines and rail systems, inked a five-year, 8,000-square-foot commitment at the property, with the assistance of **Savills** Senior Vice President Bruce Schuman.

April 03, 2023 ONLINE

Commercial Property Executive (56-039)

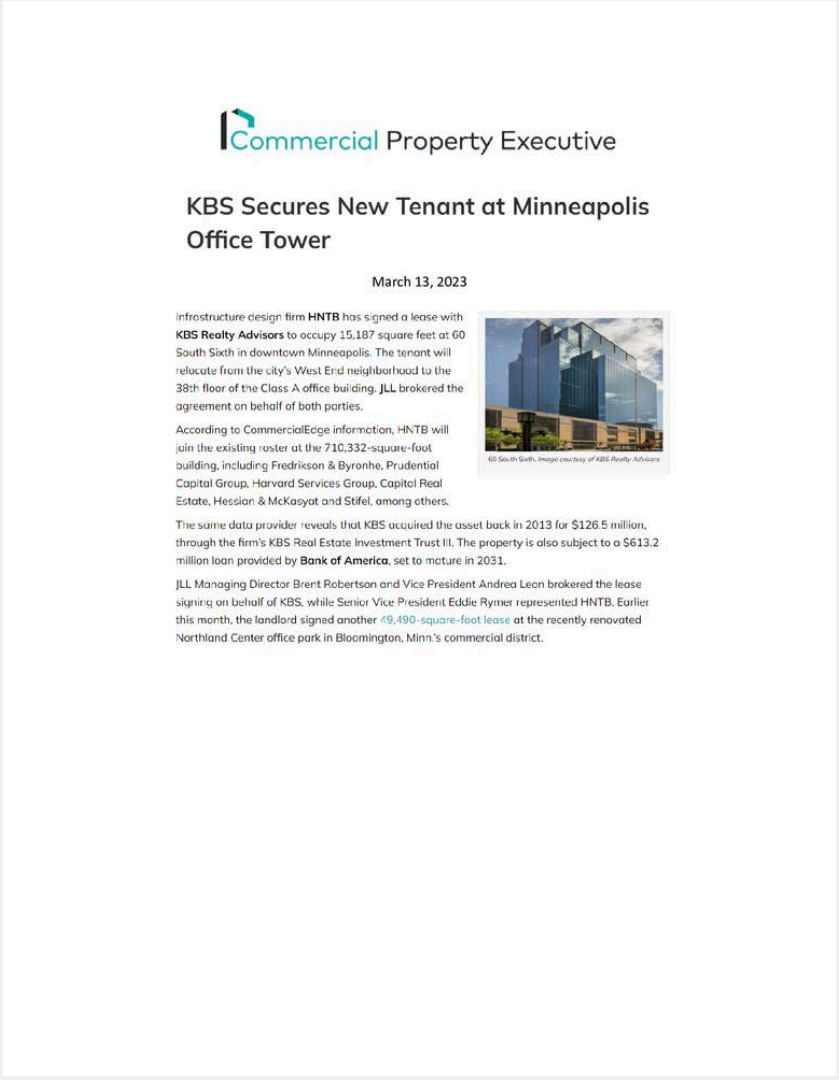
commercialsearch.com/news/sumitomo-c...

Monthly Visits **15.9K**

Monthly Visits

Commercial Property Executive

Search commercial real estate listings for sale or lease — office spaces for lease, retail spaces, industrial properties and more.



Commercial Property Executive

KBS Secures New Tenant at Minneapolis Office Tower

March 13, 2023

Infrastructure design firm **HNTB** has signed a lease with **KBS Realty Advisors** to occupy 15,187 square feet at 60 South Sixth in downtown Minneapolis. The tenant will relocate from the city's West End neighborhood to the 38th floor of the Class A office building. **JLL** brokered the agreement on behalf of both parties.

60 South Sixth. *Image courtesy of KBS Realty Advisors*

According to CommercialEdge information, HNTB will join the existing roster at the 710,332-square-foot building, including Fredrikson & Byronhe, Prudential Capital Group, Harvard Services Group, Capitol Real Estate, Hessian & McKasyat and Stifel, among others.

The same data provider reveals that KBS acquired the asset back in 2013 for $126.5 million, through the firm's KBS Real Estate Investment Trust III. The property is also subject to a $613.2 million loan provided by **Bank of America**, set to mature in 2031.

JLL Managing Director Brent Robertson and Vice President Andrea Leon brokered the lease signing on behalf of KBS, while Senior Vice President Eddie Rymer represented HNTB. Earlier this month, the landlord signed another 49,490-square-foot lease at the recently renovated Northland Center office park in Bloomington, Minn.'s commercial district.

March 13, 2023 ONLINE

Commercial Property Executive (56-039)

commercialsearch.com/news/kbs-secure...

Monthly Visits **3.54K**

Monthly Visits

Commercial Property Executive

Search commercial real estate listings for sale or lease — office spaces for lease, retail spaces, industrial properties and more.

Commercial Property Executive

November 1, 2023

2023 Top Commercial Property Owners

Find out which firms made CPE's annual list of industry leaders.

Rank	Company	Total Owned (MSF)	Total Portfolio Value ($MM)	Average Occupancy	Portfolio Diversity
1	CBRE Investment Management	321.5	$123,900	-	O, I, R, Ho, X
2	Hines	173.2	$96,100	-	O, I, R, X
3	Clarion Partners	289.9	$65,907	93.6%	O, I, R, Ho, H
4	Tishman Speyer	59.1	$45,900	-	O, I, X
5	W. P. Carey	180.0	$23,000	99%	O, I, R
6	Lincoln Property Co.	85.0	-	92%	O, I, R, H, X
7	Industrial Logistics Properties Trust	60.0	$5,998	99.1%	I, R
8	The Inland Real Estate Group of Cos.	34.9	$7,800	95%	O, I, R, Ho, H, X
9	GID Investment Advisers	32.5	$4,310	95.6%	I, R
10	Harbor Group International	4.7	$2,850	94.1%	O, I, R
11	Office Properties Trust	20.8	$4,633	90.6%	O, I, X
12	Service Properties Trust	13.5	$11,225	96.1%	R, Ho
13	ElmTree Funds	31.0	$6,600	100%	O, I, H
14	Diversified Healthcare Trust	9.6	$7,494	85.8%	H
15	Majestic Realty Co.	90.0	$14	98%	O, I, R, Ho
16	Transwestern Investment Group	15.4	$3,626	86%	O, I, R
17	FPA Multifamily	8.4	$1,050	92%	O, I, R, Ho
18	Hunt Cos.	2.0	-	91.9%	O, I, R, Ho, H, X
19	The Related Cos.	23.1	-	98%	O, R, Ho
20	KBS Realty Advisors	18.9	$5,952	82.2%	O, I,
21	Freeman Webb Co.	0.5	$90	94.5%	O, I, R
22	Ashley Capital LLC	29.6	-	98%	O, I

November 01, 2023 ONLINE

Commercial Property Executive (56-000)

Monthly Visits **28.8K**

Monthly Visits

Commercial Property Executive

Search commercial real estate listings for sale or lease — office spaces for lease, retail spaces, industrial properties and more.

June 01, 2023 ONLINE

Commercial Property Executive (56-000)

commercialsearch.com/news/transaction-...

Monthly Visits **15.9K**

Monthly Visits

Commercial Property Executive

Search commercial real estate listings for sale or lease — office spaces for lease, retail spaces, industrial properties and more.

December 06, 2023 ONLINE

Commercial Property Executive (56-000)

commercialsearch.com/news/los-angeles...

Monthly Visits **28.8K**

Monthly Visits

Orange County Business Journal

August 21, 2023 ONLINE

Orange County Business Journal (56-0101)

ocbj.com/custom-content/women-in-busi...

Monthly Visits **63.2K**

Monthly Visits

Orange County Business Journal

December 18, 2023 ONLINE

Orange County Business Journal (56-0181)

ocbj.com/custom-content/companies-that...

Monthly Visits **70.9K**

Monthly Visits

Minnesota Lawyer

Other Top Stories 3M reaches $10.3 billion settlement over ‘forever chemicals’ The POWER 30: Personal Injury 2023 Judge Klas championed rights long after leaving...

June 23, 2023 ONLINE

Minnesota Lawyer (56-028)

minnlawyer.com/2023/06/23/fredrikson-d...

Monthly Visits **14.7K**

Monthly Visits

Becker's Spine Review

Beckers Orthopedic & Spine Review is a leading resource offering news and analysis on business and legal issues relating to orthopedic and spine practices.

November 29, 2023 ONLINE

Becker's Spine View (56-0204)

beckersspine.com/orthopedic-spine-pract...

Monthly Visits **48.5K**

Monthly Visits

Becker's Spine Review

Beckers Orthopedic & Spine Review is a leading resource offering news and analysis on business and legal issues relating to orthopedic and spine practices.

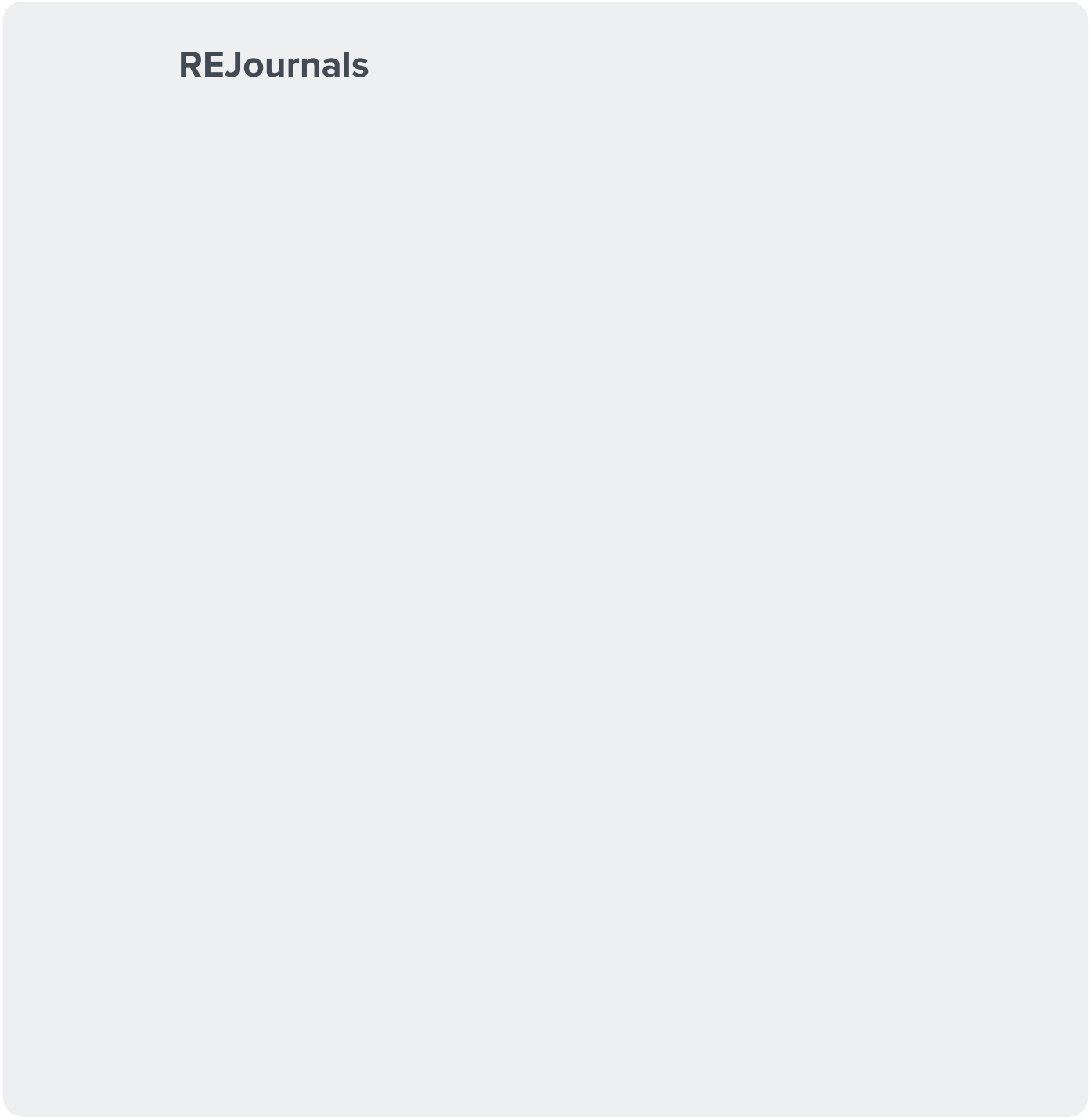
December 19, 2023 ONLINE

Becker's Spine Review (56-0211)

beckersspine.com/orthopedic-spine-pract...

Monthly Visits **48.5K**

Monthly Visits



December 08, 2023 ONLINE

REJournals (56-0204)

rejournals.com/forte-helps-revo-health-fin...

Monthly Visits **40.1K**

Monthly Visits

RE Journals

January 13, 2023 ONLINE

RE Journals (56-000)

issuu.com/rednews/docs/botb_2022?fr=s...

Monthly Visits **41.1K**

Monthly Visits

REJournals

September 29, 2023 ONLINE

REJournals (56-0156)

rejournals.com/kbs-transwestern-sign-38...

Monthly Visits **41.1K**

Monthly Visits

REBusiness Online

REBusinessOnline delivers commercial real estate news to you daily. Covering industrial, multifamily, office, retail real estate and more.

June 15, 2023 ONLINE

REBusiness Online (56-028)

rebusinessonline.com/law-firm-fredrikson...

Monthly Visits **65.4K**

Monthly Visits

RE Journals

January 11, 2023 ONLINE

RE Journals (56-000)

rejournals.com/newcold-signs-29564-squ...

Monthly Visits **41.1K**

Monthly Visits

REBusiness Online

REBusinessOnline delivers commercial real estate news to you daily. Covering industrial, multifamily, office, retail real estate and more.

June 07, 2023 ONLINE

REBusiness Online (56-074)

rebusinessonline.com/cbre-arranges-four...

Monthly Visits **65.4K**

Monthly Visits

REBusiness Online

REBusinessOnline delivers commercial real estate news to you daily. Covering industrial, multifamily, office, retail real estate and more.

June 07, 2023 ONLINE

REBusiness Online Newsletter (56-074)

rebusinessonline.com/cbre-arranges-four...

Monthly Visits **65.4K**

Monthly Visits

REBusiness Online

REBusinessOnline delivers commercial real estate news to you daily. Covering industrial, multifamily, office, retail real estate and more.

April 05, 2023 ONLINE

REBusiness Online (56-02429)

rebusinessonline.com/kbs-sells-union-ba...

Monthly Visits **65.4K**

Monthly Visits

REBusiness Online

REBusinessOnline delivers commercial real estate news to you daily. Covering industrial, multifamily, office, retail real estate and more.

September 07, 2023 ONLINE

REBusiness Online Newsletter (56-0114)

rebusinessonline.com/kbs-signs-three-te...

Monthly Visits **65.4K**

Monthly Visits

REBusiness Online

REBusinessOnline delivers commercial real estate news to you daily. Covering industrial, multifamily, office, retail real estate and more.

March 21, 2023 ONLINE

REBusiness Online (56-000)

rebusinessonline.com/millennials-gen-zer...

Monthly Visits **65.4K**

Monthly Visits

REBusiness Online

REBusinessOnline delivers commercial real estate news to you daily. Covering industrial, multifamily, office, retail real estate and more.

April 05, 2023 ONLINE

REBusiness Online Newsletter (56-02429)

rebusinessonline.com/kbs-sells-union-ba...

Monthly Visits **65.4K**

Monthly Visits

REBusiness Online

REBusinessOnline delivers commercial real estate news to you daily. Covering industrial, multifamily, office, retail real estate and more.

September 15, 2023 ONLINE

REBusiness Online (56-0124)

rebusinessonline.com/brunswick-group-si...

Monthly Visits **65.4K**

Monthly Visits

REBusiness Online

REBusinessOnline delivers commercial real estate news to you daily. Covering industrial, multifamily, office, retail real estate and more.

February 20, 2023 ONLINE

REBusiness Online (56-000)

rebusinessonline.com/sfm-mutual-insuran...

Monthly Visits **65.4K**

Monthly Visits

Mingtiandi

Asia real estate and outbound investment news

January 02, 2023 ONLINE

Mingtiandi (56-000)

mingtiandi.com/real-estate/people/koreas...

Monthly Visits **4K**

Monthly Visits

REBusiness Online

REBusinessOnline delivers commercial real estate news to you daily. Covering industrial, multifamily, office, retail real estate and more.

January 23, 2023 ONLINE

RE Journals (56-02460)

rebusinessonline.com/western-specialty-...

Monthly Visits **65.4K**

Monthly Visits

REBusiness Online

REBusinessOnline delivers commercial real estate news to you daily. Covering industrial, multifamily, office, retail real estate and more.

April 07, 2023 ONLINE

REBusiness Online (56-02429)

rebusinessonline.com/waterbridge-capita...

Monthly Visits **65.4K**

Monthly Visits

REBusiness Online

REBusinessOnline delivers commercial real estate news to you daily. Covering industrial, multifamily, office, retail real estate and more.

January 17, 2023 ONLINE

REBusiness Online (56-000)

rebusinessonline.com/newcold-expands-...

Monthly Visits **65.4K**

Monthly Visits

REBusiness Online

REBusinessOnline delivers commercial real estate news to you daily. Covering industrial, multifamily, office, retail real estate and more.

September 15, 2023 ONLINE

REBusiness Online Newsletter (56-0124)

rebusinessonline.com/brunswick-group-si...

Monthly Visits **65.4K**

Monthly Visits

REBusiness Online

REBusinessOnline delivers commercial real estate news to you daily. Covering industrial, multifamily, office, retail real estate and more.

September 07, 2023 ONLINE

REBusiness Journal (56-0114)

rebusinessonline.com/kbs-signs-three-te...

Monthly Visits **65.4K**

Monthly Visits

REBusiness Online

REBusinessOnline delivers commercial real estate news to you daily. Covering industrial, multifamily, office, retail real estate and more.

September 29, 2023 ONLINE

REBusiness Online - Newsletter (56-0156)

rebusinessonline.com/tower-street-insura...

Monthly Visits **5.25K**

Monthly Visits

REBusiness Online

REBusinessOnline delivers commercial real estate news to you daily. Covering industrial, multifamily, office, retail real estate and more.

September 29, 2023 ONLINE

REBusiness Online (56-0156)

rebusinessonline.com/tower-street-insura...

Domain Authority **5.25K**

Domain Authority

REBusiness Online

REBusinessOnline delivers commercial real estate news to you daily. Covering industrial, multifamily, office, retail real estate and more.

January 16, 2023 ONLINE

REBusiness Online (56-02586)

rebusinessonline.com/zoro-com-signs-41...

Monthly Visits **65.4K**

Monthly Visits

REBusiness Online

REBusinessOnline delivers commercial real estate news to you daily. Covering industrial, multifamily, office, retail real estate and more.

March 10, 2023 ONLINE

REBusiness Online (56-039)

rebusinessonline.com/hntb-signs-15187-sf...

Monthly Visits **65.4K**

Monthly Visits

REBusiness Online

REBusinessOnline delivers commercial real estate news to you daily. Covering industrial, multifamily, office, retail real estate and more.

October 02, 2023 ONLINE

REBusiness Online (56-0156)

rebusinessonline.com/fieldwork-signs-141...

Monthly Visits **5.25K**

Monthly Visits

REBusiness Online

REBusinessOnline delivers commercial real estate news to you daily. Covering industrial, multifamily, office, retail real estate and more.

October 02, 2023 ONLINE

REBusiness Online - Newsletter (56-0156)

rebusinessonline.com/fieldwork-signs-141...

Monthly Visits **5.25K**

Monthly Visits

Family Destinations Guide

Welcome to Family Destinations Guide! This is the place to get kid-friendly vacation ideas for your family.

November 30, 2023 ONLINE

Family Destinations Guide (56-0153)

familydestinationsguide.com/best-steakh...

Monthly Visits **348K**

Monthly Visits

Modern Distribution Management

Modern Distribution Management (MDM) provides high-level in-depth resources to executives in the wholesale distribution industry.

March 03, 2023 ONLINE

Modern Distribution Management (56-000)

mdm.com/news/operations/staffing-chan...

Monthly Visits **1K**

Monthly Visits

Civil + Structural Engineer

Latest news in civil and structural engineering. Monthly magazine and weekly eNews. Free subscriptions. Continuing education webcasts. Upcoming events.

January 26, 2023 ONLINE

Civil + Structural Engineer (56-02460)

csengineermag.com/western-specialty-co...

Monthly Visits **45.9K**

Monthly Visits

Mingtiandi

Asia real estate and outbound investment news

February 09, 2023 ONLINE

Mingtiandi (56-000)

mingtiandi.com/real-estate/people/harme...

Monthly Visits **59.1K**

Monthly Visits

Dallas Innovates

Get the latest news on business, startups, education, invention, creatives, technology, and social innovators in North Texas. A collaboration of Dallas Next + the Dallas Region...

February 01, 2023 ONLINE

Dallas Innovates (56-000)

dallasinnovates.com/reality-tv-featured-lu...

Monthly Visits **106K**

Monthly Visits

Connected Real Estate Magazine

Connected Real Estate Magazine contain useful information on technology, tenant marketing, alternative energy, financing solutions, IT product

June 05, 2023 ONLINE

Connected Real Estate Magazine (56-000)

connectedremag.com/uncategorized/cre-...

Monthly Visits **38.3K**

Monthly Visits

Ground News

The biggest source for breaking news around the world. Compare headlines across the political spectrum using media bias ratings driven by data. Spot misinformation. Be wel...

July 04, 2023 ONLINE

Ground News (56-000)

ground.news/article/bridgewater-bank-to-...

Monthly Visits **19.1K**

Monthly Visits

Connect CRE

May 16, 2023 ONLINE

Connect CRE National Newsletter (56-029)

connectcre.com/awards/2023-annual-nex...

Monthly Visits **45.9K**

Monthly Visits

Verified News Explorer Network

VNExplorer.net - Get latest breaking news, business, sports, lifestyle, tech & multimedia and more 24h news around the world.

August 23, 2023 ONLINE

Verified News Explorer Network (56-000)

vnexplorer.net/white-house-wants-federal...

Monthly Visits **94.8K**

Monthly Visits

Local Today

Latest Breaking News. Everything important news from politics, business, sports, entertainment, science, technology and more.

March 21, 2023 ONLINE

Local Today - Texas News (56-000)

localtoday.news/tx/millennials-gen-zers-ar...

Monthly Visits **184K**

Monthly Visits

January 18, 2023 ONLINE

The Edge Singapore (56-000)

theedgesingapore.com/capital/brokers-c...

Monthly Visits **14K**

Monthly Visits

March 31, 2023 ONLINE

The Edge Singapore (56-000)

theedgesingapore.com/capital/brokers-c...

Monthly Visits **14K**

Monthly Visits

February 06, 2023 ONLINE

The Edge Singapore (56-000)

theedgesingapore.com/capital/brokers-c...

Monthly Visits **14K**

Monthly Visits

Real Assets Advisor

Commercial real estate investment publications, news, trends, resources and events for America, Europe, & Asia Pacific.

February 09, 2023 ONLINE

Institutional Real Estate, Inc. (56-000)

irei.com/news/prime-us-reit-ceo-retires-n...

Monthly Visits **31.9K**

Monthly Visits

Institute for Real Estate Operating Companies

Commercial real estate investment publications, news, trends, resources and events for America, Europe, & Asia Pacific.

April 04, 2023 ONLINE

Institute for Real Estate Operating Companies (56...

irei.com/news/kbs-sells-class-a-mixed-us...

Monthly Visits **24.2K**

Monthly Visits

Institutional Real Estate, Inc.

Commercial real estate investment publications, news, trends, resources and events for America, Europe, & Asia Pacific.

April 04, 2023 ONLINE

Institutional Real Estate, Inc. (56-02429)

irei.com/news/kbs-sells-class-a-mixed-us...

Monthly Visits **16.7K**

Monthly Visits

Commercial RealEstate Direct

Commercial Real Estate Direct provides the most up-to-date market intelligence on the mortgage business, equity raising, investment sales, and CMBS.

April 06, 2023 ONLINE

Commercial RealEstate Direct Newsletter (56-...

flipsnack.com/68957EEEFB5/0407/full-vi...

Monthly Visits **3.54K**

Monthly Visits

Commercial RealEstate Direct

Commercial Real Estate Direct provides the most up-to-date market intelligence on the mortgage business, equity raising, investment sales, and CMBS.

June 21, 2023 ONLINE

Commercial Real Estate Direct (56-028)

crenews.com/2023/06/21/law-firm-leases...

Monthly Visits **3.54K**

Monthly Visits

Adhesives & Sealants Industry

Adhesives & Sealants Industry provides content on adhesives, including pressure-sensitive adhesives and structural adhesives, as well as sealants and coatings.

June 29, 2023 ONLINE

Adhesives & Sealants Industry (56-02460)

adhesivesmag.com/articles/100308-curtai...

Monthly Visits **10K**

Monthly Visits

Connect CRE

ConnectCRE brings you the latest commercial real estate news and analysis of current markets so you can stay informed. Visit Our Site

May 09, 2023 ONLINE

Connect CRE National (56-029)

connectcre.com/awards/2023-annual-nex...

Monthly Visits **45.9K**

Monthly Visits

Connect CRE California

ConnectCRE brings you the latest commercial real estate news and analysis of current markets so you can stay informed. Visit Our Site

February 16, 2023 ONLINE

Connect CRE Chicago & Midwest (56-000)

connectcre.com/stories/kbs-signs-insurer...

Monthly Visits **45.9K**

Monthly Visits

Connect CRE

ConnectCRE brings you the latest commercial real estate news and analysis of current markets so you can stay informed. Visit Our Site

July 13, 2023 ONLINE

Connect CRE Chicago & Midwest (56-028)

connectcre.com/stories/kbs-welcomes-fr...

Monthly Visits **45.9K**

Monthly Visits

Connect CRE California

ConnectCRE brings you the latest commercial real estate news and analysis of current markets so you can stay informed. Visit Our Site

January 17, 2023 ONLINE

Connect CRE Chicago & Midwest (56-02460)

connectcre.com/stories/kbs-accenture-to...

Monthly Visits **45.9K**

Monthly Visits

Connect CRE California

ConnectCRE brings you the latest commercial real estate news and analysis of current markets so you can stay informed. Visit Our Site

January 10, 2023 ONLINE

Connect CRE Chicago & Midwest (56-000)

connectcre.com/stories/new-cold-upsizes...

Monthly Visits **45.9K**

Monthly Visits

Connect CRE Chicago & Midwest

ConnectCRE brings you the latest commercial real estate news and analysis of current markets so you can stay informed. Visit Our Site

March 13, 2023 ONLINE

Connect CRE Chicago & Midwest Newsletter (56-039)

connectcre.com/stories/infrastructure-des...

Monthly Visits **45.9K**

Monthly Visits

Connect CRE

ConnectCRE brings you the latest commercial real estate news and analysis of current markets so you can stay informed. Visit Our Site

September 13, 2023 ONLINE

Connect CRE Newsletter (56-0114)

connectcre.com/stories/kbs-secures-charl...

Monthly Visits **45.9K**

Monthly Visits

Connect CRE

ConnectCRE brings you the latest commercial real estate news and analysis of current markets so you can stay informed. Visit Our Site

October 26, 2023 ONLINE

ConnectCRE (56-0176)

Monthly Visits **49.9K**

Monthly Visits

Connect CRE

ConnectCRE brings you the latest commercial real estate news and analysis of current markets so you can stay informed. Visit Our Site

September 11, 2023 ONLINE

Connect CRE - Atlanta & Southwest (56-0114)

connectcre.com/stories/kbs-secures-charl...

Monthly Visits **45.9K**

Monthly Visits

Western Real Estate Business

Newsletter

April 06, 2023 ONLINE

Western Real Estate Business Newsletter (56-02429)

rebusinessonline.com/kbs-sells-union-ba...

Monthly Visits **251K**

Monthly Visits

Western Real Estate Business

Newsletter

February 15, 2023 ONLINE

Western Real Estate Business (56-02398)

editions.mydigitalpublication.com/publica...

Monthly Visits **34K**

Monthly Visits

Building Enclosure

Building Enclosure covers architecture practices, building codes and details for the building envelope in commercial and residential construction.

January 23, 2023 ONLINE

Building Enclosure (56-02460)

buildingenclosureonline.com/articles/9131...

Monthly Visits **8.64K**

Monthly Visits

The Enterprise

Utah business news - up-to-date, relevant, actionable local business news covering Salt Lake, Utah, Davis and Weber counties.

April 08, 2023 ONLINE

The Enterprise (56-02723)

slenterprise.com/index.php/news/industry...

Monthly Visits **312**

Monthly Visits

RENTV

Rentv.com provides commercial real estate news about office, industrial, retail and multifamily properties, sales, leases, developments, property management, financings...

March 29, 2023 ONLINE

RENTV (56-02723)

rentv.com/content/homepage/etcetc/new...

Monthly Visits **1.48K**

Monthly Visits

BankBeat

The leading source for community bank news. A service of NFR Communications, LLC.

July 05, 2023 ONLINE

Bank Beat (56-000)

bankbeat.biz/bridgewater-to-relocate-do...

Monthly Visits **17.9K**

Monthly Visits

RENTV

Rentv.com provides commercial real estate news about office, industrial, retail and multifamily properties, sales, leases, developments, property management, financings...

June 07, 2023 ONLINE

RENTV (56-074)

rentv.com/content/homepage/etcetc/new...

Monthly Visits **1.48K**

Monthly Visits

RENTV

Rentv.com provides commercial real estate news about office, industrial, retail and multifamily properties, sales, leases, developments, property management, financings...

October 05, 2023 ONLINE

REBusiness Online (56-0156)

rentv.com/content/homepage/etcetc/new...

Domain Authority **21.5K**

Domain Authority

September 26, 2023 ONLINE

Off Plan Property Exchange (56-000)

offplanpropertyexchange.com/news/prim...

Done Deals

Good morning, Friends: This is your Free site to publish daily real estate-related news releases. The releases may be edited for length. Photos in JPEG or GIF format will also...

June 21, 2023 ONLINE

Done Deals (56-028)

alex-donedeals.blogspot.com/2023/06/k...

Monthly Visits **481**

Monthly Visits

Done Deals

Good morning, Friends: This is your Free site to publish daily real estate-related news releases. The releases may be edited for length. Photos in JPEG or GIF format will also...

June 06, 2023 ONLINE

Done Deals (56-074)

alex-donedeals.blogspot.com/2023/06/c...

Monthly Visits **481**

Monthly Visits

Done Deals

Good morning, Friends: This is your Free site to publish daily real estate-related news releases. The releases may be edited for length. Photos in JPEG or GIF format will also...

March 12, 2023 ONLINE

Done Deals (56-039)

alex-donedeals.blogspot.com/2023/03/jll...

Monthly Visits **481**

Monthly Visits

Done Deals

Good morning, Friends: This is your Free site to publish daily real estate-related news releases. The releases may be edited for length. Photos in JPEG or GIF format will also...

February 17, 2023 ONLINE

Done Deals (56-000)

alex-donedeals.blogspot.com/2023/02/k...

Monthly Visits **481**

Monthly Visits

Done Deals

Good morning, Friends: This is your Free site to publish daily real estate-related news releases. The releases may be edited for length. Photos in JPEG or GIF format will also...

January 21, 2023 ONLINE

Done Deals (56-02460)

alex-donedeals.blogspot.com/2023/01/w...

Monthly Visits **481**

Monthly Visits

Done Deals

Good morning, Friends: This is your Free site to publish daily real estate-related news releases. The releases may be edited for length. Photos in JPEG or GIF format will also...

September 11, 2023 ONLINE

Done Deals (56-0114)

alex-donedeals.blogspot.com/2023/09/k...

Monthly Visits **481**

Monthly Visits

Done Deals

Good morning, Friends: This is your Free site to publish daily real estate-related news releases. The releases may be edited for length. Photos in JPEG or GIF format will also...

September 18, 2023 ONLINE

Done Deals (56-0124)

alex-donedeals.blogspot.com/2023/09/k...

Monthly Visits **481**

Monthly Visits

Traded

Explore recent commercial real estate transactions, learn more about the the players involved, and network along the way!

June 19, 2023 ONLINE

Traded LA (56-028)

traded.co/property/chicago/leased/60-so...

Monthly Visits **20.3K**

Monthly Visits

Dispatchist

Breaking news from around the globe, in real-time.

July 03, 2023 ONLINE

Dispatchist (56-000)

dispatchist.com/news/bridgewater-bank-t...

Monthly Visits **48.1K**

Monthly Visits

REITSWEEK

News beyond the mainstream

December 19, 2023 ONLINE

REITSWEEK (56-000)

reitsweek.com/2023/12/prime-us-reit-sur...

Monthly Visits **9.42K**

Monthly Visits

Real Estate Capital USA

Real Estate Capital USA provides unrivalled market insights, analysis and data on the often-opaque USA real estate finance market. Access our service now.

April 18, 2023 ONLINE

Real Estate Capital USA (56-061)

recapitalusa.com/analysis-union-bank-to...

Monthly Visits **32.4K**

Monthly Visits

Real Estate Capital USA

Real Estate Capital USA provides unrivalled market insights, analysis and data on the often-opaque USA real estate finance market. Access our service now.

May 04, 2023 ONLINE

Real Estate Capital USA Newsletter (56-061)

recapitalusa.com/analysis-union-bank-to...

Monthly Visits **32.4K**

Monthly Visits

Construct America Magazine

The Home of Construction Industry News

January 19, 2023 ONLINE

Construct American Magazine (56-02460)

construct-america.com/index.php/2023/0...

Monthly Visits **6.84K**

Monthly Visits

Institute for Real Estate Operating Companies

April 04, 2023 ONLINE

Institute for Real Estate Operating Companies...

irei.com/news/kbs-sells-class-a-mixed-us...

Monthly Visits **24.2K**

Monthly Visits

Skyrealm

Real time granular visitor data analytics for commercial real estate properties to best match landlord, brokers and retail tenants

June 15, 2023 ONLINE

Skyrealm (56-028)

skyrealm.ai/deals/chicago/leased/office/6...

San Francisco Times

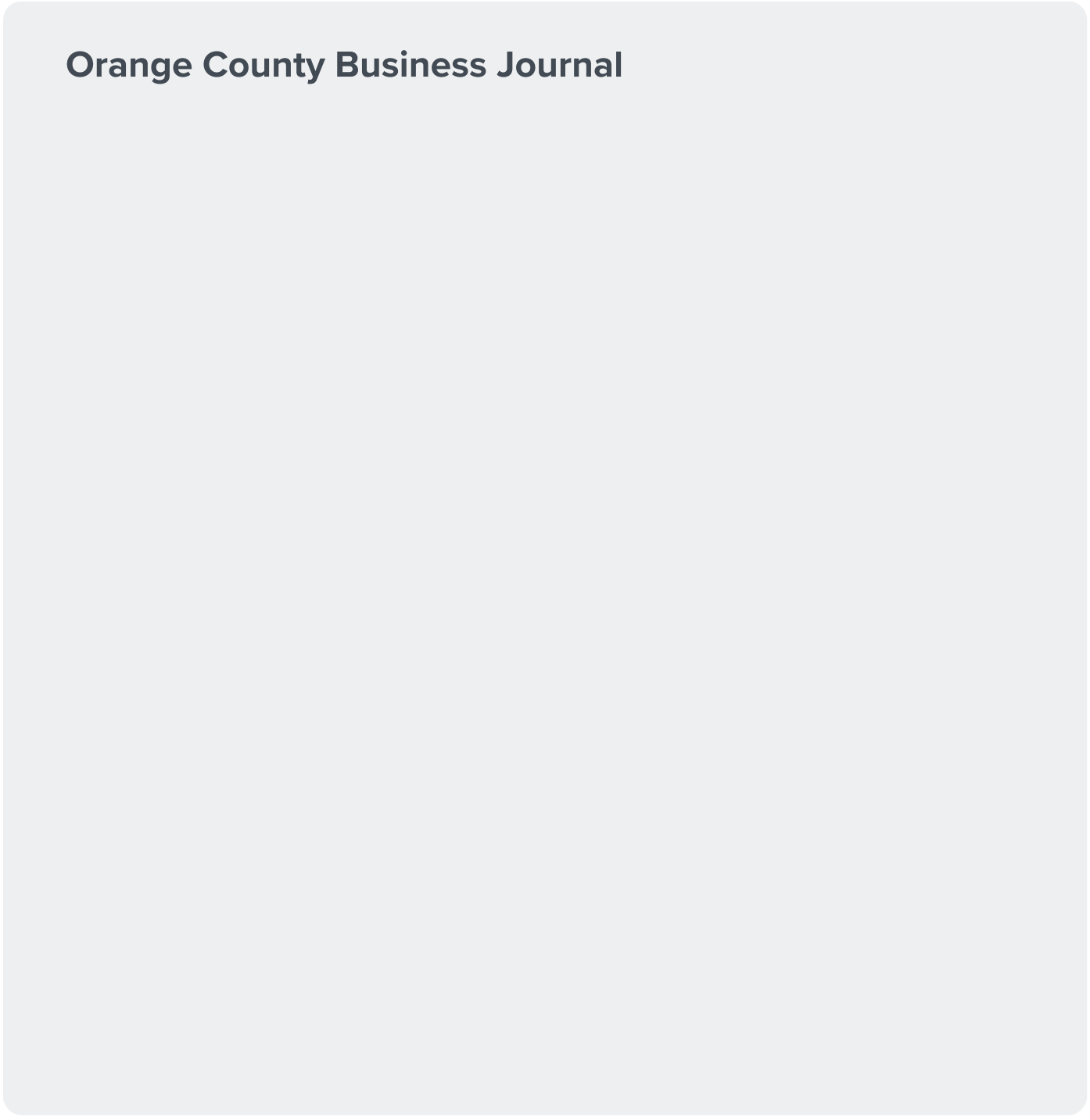
February 02, 2023 PRINT

San Francisco Business Times (56-000)

Spot on Carolina

September 08, 2023 OFFLINE

Spot On North Carolina (56-0114)



January 26, 2023 OFFLINE

Orange County Business Journal (56-000)

Monthly Visits **15.4K**

Monthly Visits

Heartland Real Estate Business

February 10, 2023 OTHER

Heartland Real Estate Business Newsletter (56-02717)

editions.mydigitalpublication.com/publica...

Monthly Visits **34K**

Monthly Visits

Heartland Real Estate Business

February 16, 2023 OTHER

Heartland Real Estate Business Newsletter (56-02717)

editions.mydigitalpublication.com/publica...

Monthly Visits **34K**

Monthly Visits

Los Angeles Business Journal

January 16, 2023 PRINT

Los Angeles Business Journal (56-000)

Monthly Visits **160K**

Monthly Visits

Triangle Business Journal

December 23, 2022 PRINT

Triangle Business Journal (56-000)

Monthly Visits **16.3K**

Monthly Visits

Houston Business Journal

February 02, 2023 PRINT

Houston Business Journal (56-000)

Monthly Visits **18.8K**

Monthly Visits

Heartland Real Estate Business

February 14, 2023 OTHER

Heartland Real Estate Business Newsletter (56-02717)

editions.mydigitalpublication.com/publica...

Monthly Visits **34K**

Monthly Visits

Triangle Business Journal

December 23, 2022 PRINT

Triangle Business Journal (56-000)

Monthly Visits **16.3K**

Monthly Visits

Chicago Sun Times

January 10, 2023 OTHER

Chicago Sun Times (56-000)

Monthly Visits **81.1K**

Monthly Visits

REBusiness Online

January 17, 2023 OTHER

REBusiness Online Newsletter (56-000)

rebusinessonline.com/newcold-expands-...

Monthly Visits **65.4K**

Monthly Visits

December 23, 2022 PRINT

Nashville Business Journal (56-000)

Monthly Visits **13.8K**

Monthly Visits

December 26, 2022 PRINT

Orange County Business Journal (56-000)

Monthly Visits **15.4K**

Monthly Visits

January 23, 2023 OTHER

REBusiness Online Newsletter (56-02460)

rebusinessonline.com/western-specialty-...

Monthly Visits **65.4K**

Monthly Visits

Heartland Real Estate Business

January 17, 2023 OTHER

Heartland Real Estate Business Newsletter (56-000)

rebusinessonline.com/newcold-expands-...

Monthly Visits **65.4K**

Monthly Visits

Connect CRE Chicago & Midwest

January 18, 2023 OTHER

Connect CRE Chicago & Midwest Newsletter (56-02460)

connectcre.com/stories/kbs-accenture-to...

Monthly Visits **45.9K**

Monthly Visits

February 02, 2023 PRINT

Houston Business Journal (56-000)

Monthly Visits **18.8K**

Monthly Visits

Heartland Real Estate Business

February 23, 2023 OTHER

Heartland Real Estate Business Newsletter (56-02717)

editions.mydigitalpublication.com/publica...

Monthly Visits **34K**

Monthly Visits

January 16, 2023 OTHER

REBusiness Online Newsletter (56-02586)

rebusinessonline.com/zoro-com-signs-41...

Monthly Visits **65.4K**

Monthly Visits

March 10, 2023 ONLINE

Connect CRE Chicago & Midwest (56-039)

connectcre.com/stories/infrastructure-des...

Monthly Visits **45.9K**

Monthly Visits

UNITS Magazine / National Apartment Association

September 05, 2023 ONLINE

UNITS Magazine / National Apartment Association (56-034)

naahq.org/ai-enters-chat

Monthly Visits **31.9K**

Monthly Visits

San Francisco Business Times

February 02, 2023 PRINT

San Francisco Business Times (56-000)

Monthly Visits **15.6K**

Monthly Visits

Connect CRE Chicago & Midwest

March 17, 2023 ONLINE

Connect CRE Chicago & Midwest (56-027)

connectcre.com/stories/clear-channel-out...

Monthly Visits **45.9K**

Monthly Visits

December 26, 2022 OFFLINE

Los Angeles Business Journal (56-000)

Monthly Visits **160K**

Monthly Visits

Texas Monthly

October 01, 2023 PRINT

Texas Monthly (56-000)

Monthly Visits	**263K** Monthly Visits

Dallas Business Journal

PRINT

Dallas Business Journal (56-000)

December 21, 2023 ONLINE

South Florida Business Journal (56-000)

Institutional Real Estate, Inc.

August 24, 2023 PRINT

Institutional Real Estate, Inc. USD (56-000)

irei.com/research-report/all

Monthly Visits **38.9K**

Monthly Visits

December 14, 2023 PRINT

Triangle Business Journal (56-000)

San Francisco Modern Luxury

September 01, 2023 PRINT

San Francisco Modern Luxury (56-000)

Monthly Visits **50K**

Monthly Visits

St. Louis Magazine

November 19, 2023 PRINT

St Louis Post Dispatch (56-000)

Monthly Visits **127K**

Monthly Visits

Triangle Business Journal

March 02, 2023 PRINT

Triangle Business Journal (56-000)

Monthly Visits **16.3K**

Monthly Visits

Orange County Business Journal

May 15, 2023 PRINT

Orange County Business Journal (56-000)

Monthly Visits **15.4K**

Monthly Visits

Connect CRE Chicago & Midwest

February 17, 2023 OTHER

Connect CRE Chicago & Midwest Newsletter (56-000)

connectcre.com/stories/kbs-signs-insurer...

Monthly Visits **45.9K**

Monthly Visits

May 18, 2023 PRINT

Philadelphia Business Journal (56-000)

Monthly Visits **22.5K**

Monthly Visits

Orange County Business Journal

PRINT

Orange County Business Journal (56-0181)

Minneapolis/St. Paul Business Journal

March 10, 2023 PRINT

Minneapolis / St Paul Business Journal (56-039)

bizjournals.com/twincities/news/2023/03/...

Monthly Visits **49.4K**

Monthly Visits

Southeast Real Estate Business

September 07, 2023 OTHER

Southwest Real Estate Business Newsletter (56-0114)

rebusinessonline.com/kbs-signs-three-te...

Monthly Visits **5.25K**

Monthly Visits

Silicon Valley Business Journal

August 10, 2023 ONLINE

Silicon Valley Business Journal (56-000)

Monthly Visits **289K**

Monthly Visits

November 02, 2023 PRINT

Triangle Business Journal (56-000)

Texas Real Estate Business

April 11, 2023 OTHER

Texas Real Estate Business Newsletter (56-08)

editions.mydigitalpublication.com/publica...

Monthly Visits **34K**

Monthly Visits

Heartland Real Estate Business

March 14, 2023 OTHER

Heartland Real Estate Business (56-039)

rebusinessonline.com/millennials-gen-zer...

Monthly Visits **14K**

Monthly Visits

Orange County Business Journal

March 27, 2023 ONLINE

Orange County Business Journal (56-000)

ocbj.com/custom-content/distinguished-l...

Monthly Visits **63.2K**

Monthly Visits

June 09, 2023 PRINT

The Kansas City Star (56-000)

Monthly Visits	**66.5K** Monthly Visits

Orange County Business Journal

August 21, 2023 PRINT

Orange County Business Journal (56-0101)

ocbusinessjournal.pressreader.com/oran...

Monthly Visits **63.2K**

Monthly Visits

Texas Real Estate Business

March 21, 2023 OTHER

Texas Real Estate Business Journal (56-000)

rebusinessonline.com/millennials-gen-zer...

Monthly Visits **65.4K**

Monthly Visits

REBusiness Online

March 10, 2023 OFFLINE

REBusiness Online Newsletter (56-000)

rebusinessonline.com/hntb-signs-15187-sf...

Monthly Visits **65.4K**

Monthly Visits

Kansas City Star

September 24, 2023 PRINT

Kansas City Star (56-000)

Monthly Visits	**61.9K**
	Monthly Visits

September 09, 2023 PRINT

Houston Business Journal (56-000)

Monthly Visits **31.6K**

Monthly Visits

South Florida Sun Sentinel

March 23, 2023 OTHER

South Florida Sun Sentinel (56-000)

sun-sentinel.com/entertainment/restaura...

Monthly Visits **554K**

Monthly Visits

May 01, 2023 PRINT

San Francisco Modern Luxury (56-000)

Heartland Real Estate Business

February 16, 2023 OTHER

Heartland Real Estate Business (56-000)

editions.mydigitalpublication.com/publica...

Monthly Visits **34K**

Monthly Visits

Connect CRE Chicago & Midwest

February 21, 2023 OTHER

Connect CRE Chicago & Midwest Newsletter (56-000)

connectcre.com/stories/kbs-signs-insurer...

Monthly Visits **45.9K**

Monthly Visits

Logisitics Management

July 01, 2023 PRINT

Logisitics Management (56-000)

Monthly Visits **70K**

Monthly Visits

Houston Business Journal

August 02, 2023 PRINT

Houston Business Journal (56-000)

Monthly Visits **18.7K**

Monthly Visits

Orange County Business Journal

June 12, 2023 PRINT

Orange County Business Journal (56-000)

Monthly Visits **15.4K**

Monthly Visits

Institutional Real Estate, Inc.

April 04, 2023 PRINT

Institutional Real Estate, Inc. Newsletter (56-...

irei.com/news/kbs-sells-class-a-mixed-us...

Monthly Visits **16.7K**

Monthly Visits

BOMA Austin

November 01, 2023 OTHER

BOMA Austin (56-000)

multibriefs.com/briefs/BOMAA/BOMAA11...

Monthly Visits **86.5K**

Monthly Visits

April 20, 2023 PRINT

Philadelphia Business Journal (56-000)

Monthly Visits **16.1K**

Monthly Visits

Heartland Real Estate Business

February 21, 2023 OTHER

Heartland Real Estate Business Newsletter (56-000)

rebusinessonline.com/sfm-mutual-insuran...

Monthly Visits **34K**

Monthly Visits

Austin Business Journal

September 28, 2023 PRINT

Austin Business Journal (56-000)

Monthly Visits **58K**

Monthly Visits

Austin Business Journal

April 06, 2023 PRINT

Austin Business Journal (56-000)

Monthly Visits **16.9K**

Monthly Visits

Commercial Property Executive

Search commercial real estate listings for sale or lease — office spaces for lease, retail spaces, industrial properties and more.

ONLINE

Commercial Property Executive (56-089)

commercialsearch.com/news/cpe-announ...

Monthly Visits **28.8K**

Monthly Visits

CoStar

CoStar, the world leader in commercial real estate information, has the most comprehensive database of real estate data throughout the US, Canada, UK and...

January 18, 2024 ONLINE

CoStar (56-0172)

costar.com/article/341599945/wells-fargo...

Monthly Visits **1.82M**

Monthly Visits

The Real Deal

The Real Deal is the leading source for real estate news and information. Covering the deals, developments and policies that matter.

January 16, 2024 ONLINE

The Real Deal (56-0172)

therealdeal.com/texas/san-antonio/2024/...

Monthly Visits **1.47M**

Monthly Visits

Commercial Property Executive

Search commercial real estate listings for sale or lease — office spaces for lease, retail spaces, industrial properties and more.

January 19, 2024 ONLINE

Commercial Property Executive (56-0172)

commercialsearch.com/news/kbs-signs-4...

Monthly Visits **28.8K**

Monthly Visits

January 16, 2024 ONLINE

San Antonio Business Journal (56-0172)

bizjournals.com/sanantonio/news/2024/0...

Monthly Visits **9.28M**

Monthly Visits

REBusiness Online

REBusinessOnline delivers commercial real estate news to you daily. Covering industrial, multifamily, office, retail real estate and more.

January 22, 2024 ONLINE

REBusiness Online (56-0172)

rebusinessonline.com/partners-real-estat...

Monthly Visits **93.7K**

Monthly Visits

S&P Global

We provide Essential Intelligence: the powerful combination of the right data, connected technologies, and experts that enables our customers to make decisions with...

January 19, 2024 ONLINE

S&P Global (56-0172)

spglobal.com/marketintelligence/en/news...

Monthly Visits **2.98M**

Monthly Visits

Traded

Explore recent commercial real estate transactions, learn more about the the players involved, and network along the way!

ONLINE

Traded Co. (56-0172)

traded.co/deals/texas/office/lease/10999-...

Monthly Visits

21.7K

Monthly Visits

Done Deals

Good morning, Friends: This is your Free site to publish daily real estate-related news releases. The releases may be edited for length. Photos in JPEG or GIF format will also...

January 22, 2024 ONLINE

Done Deals (56-0172)

alex-donedeals.blogspot.com/2024/01/kb...

Monthly Visits **1.75K**

Monthly Visits

The Dallas Morning News

January 22, 2024 ONLINE

Dallas Morning News (56-0235)

dallasnews.com/business/real-estate/202...

Monthly Visits **9.47M**

Monthly Visits

Twin Cities Business

New Products

January 05, 2024 ONLINE

Twin Cities Business (56-000)

tcbmag.com/changing-office-climate-fuel...

Monthly Visits **71.2K**

Monthly Visits

Commercial Property Executive

Search commercial real estate listings for sale or lease — office spaces for lease, retail spaces, industrial properties and more.

December 27, 2023 ONLINE

Commercial Property Executive (56-000)

commercialsearch.com/news/shorenstein...

Monthly Visits **28.8K**

Monthly Visits

Chicago Tribune

Chicago Tribune

January 16, 2024 ONLINE

Chicago Tribune (56-000)

chicagotribune.com/business/ct-biz-gen-...

Monthly Visits **22.3M**

Monthly Visits

Chicago Tribune

Chicago Tribune

January 16, 2024 ONLINE

Chicago Tribune (56-000)

Monthly Visits	**22.3M**
	Monthly Visits

Modern Distribution Management

Modern Distribution Management (MDM) provides high-level in-depth resources to executives in the wholesale distribution industry.

January 19, 2024 ONLINE

Modern Distribution Management (56-089)

mdm.com/news/top-distributor-sectors/fa...

Monthly Visits **13.9K**

Monthly Visits

Waco Tribune-Herald

January 02, 2024 PRINT

Waco Tribune Herald (56-000)

Monthly Visits **8.8K**

Monthly Visits

VacationIdea.com - Best Weekend Ideas, Romantic Getaways & Family Trips

Best weekend getaways, family vacation ideas, romantic getaways, beach vacations, honeymoons and things to do in the U.S.

May 26, 2016 ONLINE

Vacation Idea (56-000)

vacationidea.com/ideas/the-nines-portlan...

Monthly Visits **169K**

Monthly Visits

January 01, 2024 ONLINE

The Business Times (56-000)

businesstimes.com.sg/companies-market...

Monthly Visits **2.54M**

Monthly Visits

Dallas Innovates

Get the latest news on business, startups, education, invention, creatives, technology, and social innovators in North Texas. A collaboration of Dallas Next + the Dallas Region...

January 18, 2024 ONLINE

Dallas Innovates (56-000)

dallasinnovates.com/holding-company-fo...

Monthly Visits **53.5K**

Monthly Visits

January 04, 2024 PRINT

Nashville Business Journal (56-000)

Monthly Visits **31.6K**

Monthly Visits

January 04, 2024 PRINT

Austin Business Journal (56-000)

January 04, 2024 PRINT

Austin Business Journal (56-000)

January 04, 2024 PRINT

Austin Business Journal (56-000)

Austin Business Journal

January 04, 2024 PRINT

Austin Business Journal (56-000)

Monthly Visits **58K**

Monthly Visits

January 04, 2024 PRINT

Austin Business Journal (56-000)

Monthly Visits **58K**

Monthly Visits

January 04, 2024 PRINT

Austin Business Journal (56-000)

Monthly Visits **58K**

Monthly Visits

January 04, 2024 PRINT

Dallas Business Journal (56-000)

Monthly Visits	**30.7K** Monthly Visits

January 18, 2024 PRINT

Dallas Business Journal (56-000)

Monthly Visits **30.7K**

Monthly Visits

January 25, 2024 PRINT

Dallas Business Journal (56-000)

Monthly Visits **30.7K**

Monthly Visits

January 04, 2024 PRINT

Houston Business Journal (56-000)

Monthly Visits **31.6K**

Monthly Visits

January 04, 2024 PRINT

Houston Business Journal (56-000)

Monthly Visits **31.6K**

Monthly Visits

January 04, 2024 PRINT

Houston Business Journal (56-000)

Monthly Visits **31.6K**

Monthly Visits

Houston Business Journal

January 04, 2024 PRINT

Houston Business (56-000)

Monthly Visits	**31.6K** Monthly Visits

Los Angeles Business Journal

December 25, 2023 PRINT

Los Angeles Business Journal (56-000)

Monthly Visits **17.4K**

Monthly Visits

Sacramento Business Journal

January 04, 2024 PRINT

Sacramento Business Journal (56-000)

Monthly Visits **6.13M**

Monthly Visits

January 04, 2024 PRINT

San Antonio Business Journal (56-000)

Monthly Visits	**11.3K** Monthly Visits

January 04, 2024 PRINT

San Antonio Business Journal (56-000)

Monthly Visits	**11.3K** Monthly Visits

San Francisco Business Times

January 04, 2024 PRINT

San Francisco Business (56-000)

Monthly Visits **15.4K**

Monthly Visits

San Francisco Business Times

January 04, 2024 PRINT

San Francisco Business Times (56-000)

Monthly Visits **15.4K**

Monthly Visits

San Francisco Business Times

January 04, 2024 PRINT

San Francisco Business Times (56-000)

Monthly Visits **15.4K**

Monthly Visits

Silicon Valley Business Journal

January 04, 2024 ONLINE

Silicon Valley Business Journal (56-000)

Monthly Visits **289K**

Monthly Visits

Silicon Valley Business Journal

January 04, 2024 ONLINE

Silicon Valley Business Journal (56-000)

Monthly Visits **289K**

Monthly Visits

St. Louis Magazine

January 04, 2024 PRINT

St Louis Business Journal Largest (56-000)

Monthly Visits **16.5K**

Monthly Visits

St. Louis Magazine

January 04, 2024 PRINT

St. Louis Business Journal (56-000)

Monthly Visits **16.5K**

Monthly Visits

Triangle Business Journal

January 04, 2024 PRINT

Triangle Business Journal (56-000)

Monthly Visits **19K**

Monthly Visits

Los Angeles Times

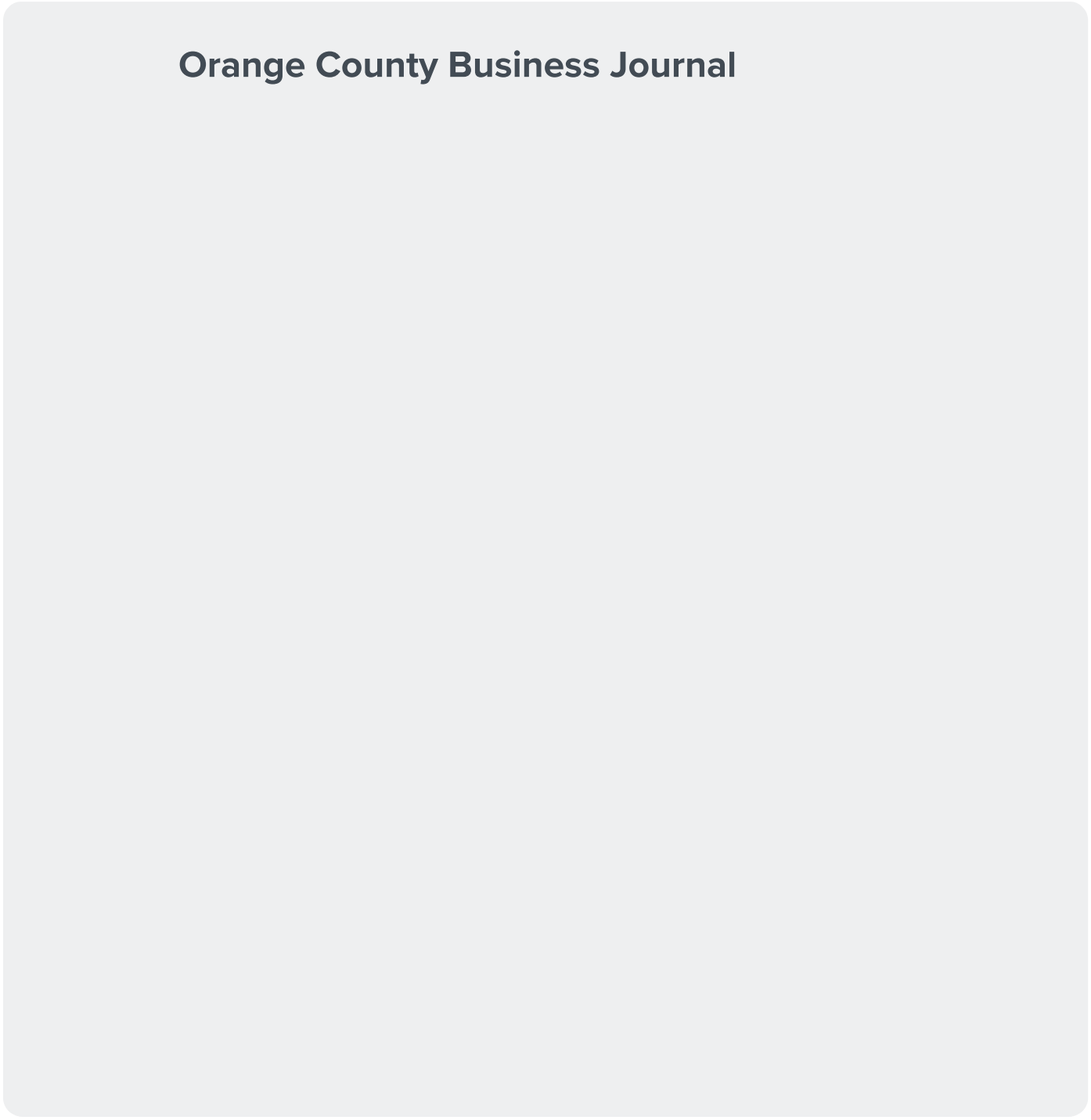
The L.A. Times is a leading source of breaking news, entertainment, sports, politics, and more for Southern California and the world.

ONLINE

Los Angeles Times (07-036)

latimes.com/b2bpublishing/commercial-r...

Monthly Visits	**11.7M** Monthly Visits



March 22, 2023 ONLINE

Orange County Business Journal

ocbj.com/real-estate/alex-bhathal-buildin...

Los Angeles Times

The L.A. Times is a leading source of breaking news, entertainment, sports, politics, and more for Southern California and the world.

ONLINE

Alexander Bhathal

latimes.com/ocvisionaries2023/alexander...

CoStar

CoStar, the world leader in commercial real estate information, has the most comprehensive database of real estate data throughout the US, Canada, UK and...

May 30, 2023 ONLINE

CoStar (07-011)

costar.com/article/1205422075/california-...

Monthly Visits **374K**

Monthly Visits

November 14, 2023 ONLINE

Orange County Business Journal (07-072)

ocbj.com/real-estate/revitates-esg-returns/

Monthly Visits **81K**

Monthly Visits

November 30, 2023 ONLINE

U.S. News & World Report (07-024)

money.usnews.com/investing/articles/bes...

Monthly Visits **14.5M**

Monthly Visits

The State

August 13, 2023 ONLINE

The State (07-021)

thestate.com/news/politics-government/a...

Monthly Visits **199K**

Monthly Visits

GlobeSt.

Visit GlobeSt.com for National and Regional Commercial Real Estate News, Resource Directories, Webinars, Thought Leadership and Events.

October 09, 2023 ONLINE

GlobeSt. (07-073)

globest.com/2023/10/09/influencers-in-m...

Monthly Visits **112K**

Monthly Visits

Wealth Management

Wealthmanagement.com helps Advisors and Wealth professionals with practice management, investments, fintech and market trends to grow client relationships.

April 03, 2023 ONLINE

Wealth Management Newsletter (07-000)

wealthmanagement.com/family-office-hn...

Monthly Visits **216K**

Monthly Visits

Re Journals

Issuu converts PDFs and documents into an interactive flipbook and marketing assets. Embed flipbooks onto your website and distribute online. Create yours with Issuu.

August 07, 2023 ONLINE

Issuu

issuu.com/scbiz/docs/crbj_080723_web/...

WTOP News

WTOP delivers the latest news, traffic and weather information to the Washington, D.C. region. See today's top stories.

November 30, 2023 ONLINE

WTOP News (07-024)

wtop.com/news/2023/11/7-best-investme...

Monthly Visits **556K**

Monthly Visits

OC Business Journal

OC Business Journal

November 13, 2023 ONLINE

Orange County Business Journal (07-072)

ocbusinessjournal.pressreader.com/oran...

Monthly Visits **2.2M**

Monthly Visits

KRQE NEWS 13 - Breaking News, Albuquerque News, New Mexico News, Weather, and Videos

Local Reporting You Can Trust

November 17, 2023 ONLINE

KRQE News

krqe.com/news/albuquerque-metro/new-...

BBN Times

BBN Times provides the latest insights from experts in technology, healthcare, leadership, entrepreneurship and global economy

December 14, 2023 ONLINE

BBN Times

bbntimes.com/society/expert-insights-5-l...

Monthly Visits **111K**

Monthly Visits

Wealth Management

Wealthmanagement.com helps Advisors and Wealth professionals with practice management, investments, fintech and market trends to grow client relationships.

February 14, 2023 ONLINE

Wealth Management (07-02684)

wealthmanagement.com/alternative-inve...

Monthly Visits **216K**

Monthly Visits

Wealth Management

Wealthmanagement.com helps Advisors and Wealth professionals with practice management, investments, fintech and market trends to grow client relationships.

February 15, 2023 ONLINE

Wealth Management Newsletter (07-02684)

wealthmanagement.com/alternative-inve...

Monthly Visits **216K**

Monthly Visits

Wealth Management

Wealthmanagement.com helps Advisors and Wealth professionals with practice management, investments, fintech and market trends to grow client relationships.

April 03, 2023 ONLINE

Wealth Management (07-018)

wealthmanagement.com/family-office-hn...

Monthly Visits **422K**

Monthly Visits

Wealth Management

Wealthmanagement.com helps Advisors and Wealth professionals with practice management, investments, fintech and market trends to grow client relationships.

September 08, 2023 ONLINE

Wealth Management (07-052)

wealthmanagement.com/high-net-worth/...

Monthly Visits **216K**

Monthly Visits

Wealth Management

Wealthmanagement.com helps Advisors and Wealth professionals with practice management, investments, fintech and market trends to grow client relationships.

May 11, 2023 ONLINE

Wealth Management (07-067)

wealthmanagement.com/multifamily/work...

Monthly Visits **422K**

Monthly Visits

Wealth Management

Wealthmanagement.com helps Advisors and Wealth professionals with practice management, investments, fintech and market trends to grow client relationships.

April 03, 2023 ONLINE

Wealth Management (07-000)

wealthmanagement.com/family-office-hn...

Monthly Visits **216K**

Monthly Visits

Private Wealth

Financial Advisor Magazine created exclusively for advisors by highly experienced editorial and publishing teams. We provide an interactive community for the Financial...

February 01, 2023 ONLINE

Private Wealth (07-02684)

fa-mag.com/news/workforce-rental-housi...

Monthly Visits **205K**

Monthly Visits

Heartland Real Estate Business

February 09, 2023 ONLINE

Heartland Real Estate Business (45-02745)

editions.mydigitalpublication.com/publica...

Monthly Visits **14K**

Monthly Visits

Financial Advisor

Financial Advisor Magazine created exclusively for advisors by highly experienced editorial and publishing teams. We provide an interactive community for the Financial...

February 01, 2023 ONLINE

Financial Advisor

fa-mag.com/news/workforce-rental-housi...

Orange County Business Journal

December 14, 2023 ONLINE

Orange County Business Journal

ocbj.com/oc-500/finance-alex-bhathal/

Monthly Visits **81K**

Monthly Visits

REBusiness Online

REBusinessOnline delivers commercial real estate news to you daily. Covering industrial, multifamily, office, retail real estate and more.

May 19, 2023 ONLINE

REBusiness Online (07-011)

rebusinessonline.com/revitate-cherry-tree...

Monthly Visits **65.4K**

Monthly Visits

REBusiness Online

REBusinessOnline delivers commercial real estate news to you daily. Covering industrial, multifamily, office, retail real estate and more.

August 08, 2023 ONLINE

REBusiness Online (07-023)

rebusinessonline.com/woodfield-delivers-...

Monthly Visits **93.7K**

Monthly Visits

REJournals

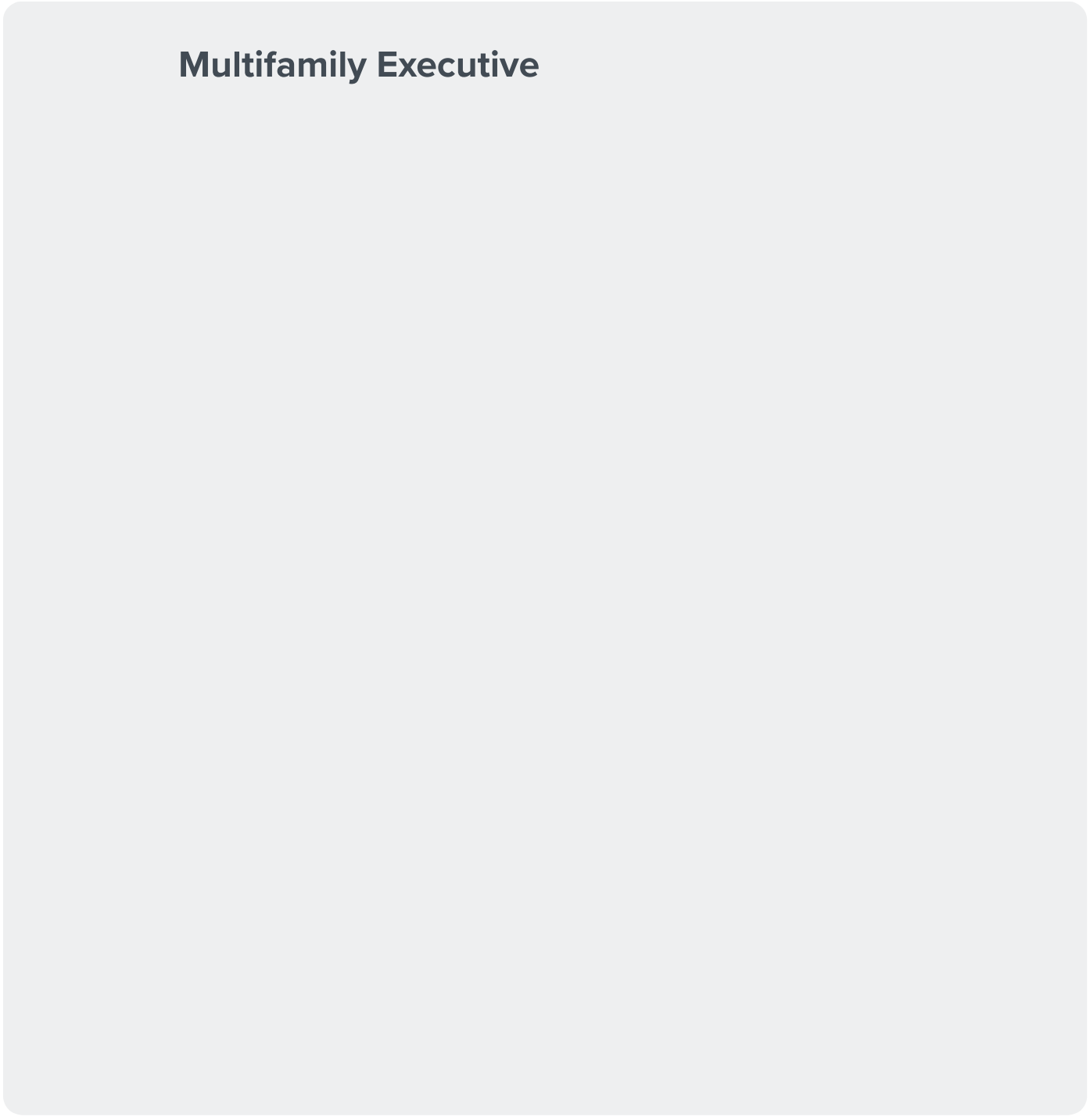
May 25, 2023 ONLINE

REJournals (07-011)

rejournals.com/revitate-cherry-tree-acquir...

Monthly Visits **41.1K**

Monthly Visits



April 11, 2023 ONLINE

Multifamily Executive (07-07)

multifamilyexecutive.com/business-financ...

Monthly Visits **39.4K**

Monthly Visits

April 13, 2023 ONLINE

Multifamily Executive Newsletter (07-07)

multifamilyexecutive.com/business-financ...

Monthly Visits **39.4K**

Monthly Visits

Charleston Regional Business Journal

Business news and information for the Charleston area of South Carolina.

July 27, 2023 ONLINE

Charleston Regional Business Journal (07-036)

charlestonbusiness.com/news/constructi...

Monthly Visits **14.5K**

Monthly Visits

May 24, 2023 ONLINE

Multifamily Executive (07-011)

multifamilyexecutive.com/business-financ...

Monthly Visits **39.4K**

Monthly Visits

March 02, 2023 ONLINE

Northern Nevada Business Weekly (07-000)

nnbw.com/news/2023/mar/02/revitate-ex...

Monthly Visits **13.6K**

Monthly Visits

February 28, 2023 ONLINE

Institute for Real Estate Operating Companies (07-...

pages.irei.com/MDEwLUhYQS0yNDUAAA...

Monthly Visits **31.9K**

Monthly Visits

Institutional Real Estate, Inc.

Commercial real estate investment publications, news, trends, resources and events for America, Europe, & Asia Pacific.

March 20, 2023 ONLINE

Institutional Real Estate, Inc. (07-02543)

irei.com/publications/article/workforce-ho...

Monthly Visits **31.9K**

Monthly Visits

Real Assets Advisor

Commercial real estate investment publications, news, trends, resources and events for America, Europe, & Asia Pacific.

February 28, 2023 ONLINE

Real Assets Advisor (07-02539)

irei.com/news/revitate-invests-4300-acre-...

Monthly Visits **24.2K**

Monthly Visits

Real Assets Advisor

Commercial real estate investment publications, news, trends, resources and events for America, Europe, & Asia Pacific.

June 21, 2023 ONLINE

Real Assets Advisor (07-011)

irei.com/publications/article/thematic-inve...

Monthly Visits **24.2K**

Monthly Visits

Connect CRE

ConnectCRE brings you the latest commercial real estate news and analysis of current markets so you can stay informed. Visit Our Site

May 18, 2023 ONLINE

Connect CRE Chicago & Midwest (07-011)

connectcre.com/stories/revitate-cherry-tr...

Monthly Visits **45.9K**

Monthly Visits

Connect CRE

ConnectCRE brings you the latest commercial real estate news and analysis of current markets so you can stay informed. Visit Our Site

June 01, 2023 ONLINE

Connect CRE National (07-064)

connectcre.com/stories/six-years-on-opp...

Monthly Visits **45.9K**

Monthly Visits

Real Estate Assets

Commercial real estate investment publications, news, trends, resources and events for America, Europe, & Asia Pacific.

November 22, 2023 ONLINE

Real Estate Assets (24-0184)

irei.com/publications/article/forecast-202...

Monthly Visits **53.4K**

Monthly Visits

Connect CRE

ConnectCRE brings you the latest commercial real estate news and analysis of current markets so you can stay informed. Visit Our Site

August 08, 2023 ONLINE

Connect CRE (07-036)

connectcre.com/stories/revitate-opens-p...

Monthly Visits **49.9K**

Monthly Visits

SC Biz News

News and information for South Carolina businesses.

July 27, 2023 ONLINE

SC Biz News (07-036)

scbiznews.com/news/construction/83818/

Monthly Visits **8.22K**

Monthly Visits

Yield PRO

PRO is multihousing news and strategy for owners and operators seeking to increase their asset value through streamlined processes and best practices.

May 17, 2023 ONLINE

Yield PRO (07-011)

yieldpro.com/2023/05/revitate-cherry-tre...

Monthly Visits **40K**

Monthly Visits

Multifamily Dive

Multifamily Dive provides in-depth journalism and insight into the most impactful news and trends shaping the multifamily housing & real estate industry.

June 12, 2023 ONLINE

Multifamily Dive (07-011)

multifamilydive.com/news/insurance-cost...

Monthly Visits **6.69K**

Monthly Visits

Multifamily Dive

Multifamily Dive provides in-depth journalism and insight into the most impactful news and trends shaping the multifamily housing & real estate industry.

June 05, 2023 ONLINE

Multifamily Dive (07-011)

multifamilydive.com/news/workforce-hou...

Monthly Visits **6.69K**

Monthly Visits

OpportunityDb

Searchable database of QOZ funds, beginner's guide, Opportunity Zones map, tax calculator, and weekly podcast about tax benefits and impact investing.

February 15, 2023 ONLINE

OpportunityDb (07-02539)

opportunitydb.com/2023/02/revitate-mak...

Monthly Visits **47.9K**

Monthly Visits

RENTV

Rentv.com provides commercial real estate news about office, industrial, retail and multifamily properties, sales, leases, developments, property management, financings...

November 30, 2023 ONLINE

RENTV.com (07-024)

rentv.com/content/homepage/mainnews/...

Monthly Visits **10.4K**

Monthly Visits

Alternative Investment Information Network | AlphaMaven

Alternative Investment Investor Intelligence | AlphaMaven

ONLINE

Alpha Maven

alpha-maven.com/news/alternative-invest...

CRE MARKETBEAT

Bringing you the daily commercial real estate investing beat.

May 18, 2023 ONLINE

CRE MarketBeat (07-011)

cremarketbeat.com/cherry-tree-real-estat...

Connect CRE California

ConnectCRE brings you the latest commercial real estate news and analysis of current markets so you can stay informed. Visit Our Site

February 15, 2023 ONLINE

Connect CRE California (07-02539)

connectcre.com/stories/revitate-invests-in...

Monthly Visits **45.9K**

Monthly Visits

November 13, 2023 PRINT

Orange County Business Journal (07-072)

ResiClub

December 29, 2023 ONLINE

ResiClub (07-024)

resiclubanalytics.com/p/wall-street-fell-lov...

Institute for Real Estate Operating Companies

March 01, 2023 ONLINE

Institue for Real Estate Operating Companies...

irei.com/news/revitate-invests-4300-acre-...

Monthly Visits **24.2K**

Monthly Visits

June 30, 2023 OTHER

WCBD (07-036)

Opportunity Db

February 16, 2023 OTHER

OpportunityDb Newsletter (07-02539)

opportunitydb.com/2023/02/revitate-mak...

Monthly Visits **47.9K**

Monthly Visits

June 30, 2023 OTHER

WTAT (07-036)

November 13, 2023 PRINT

Orange County Business Journal (07-072)

Real Assets Adviser

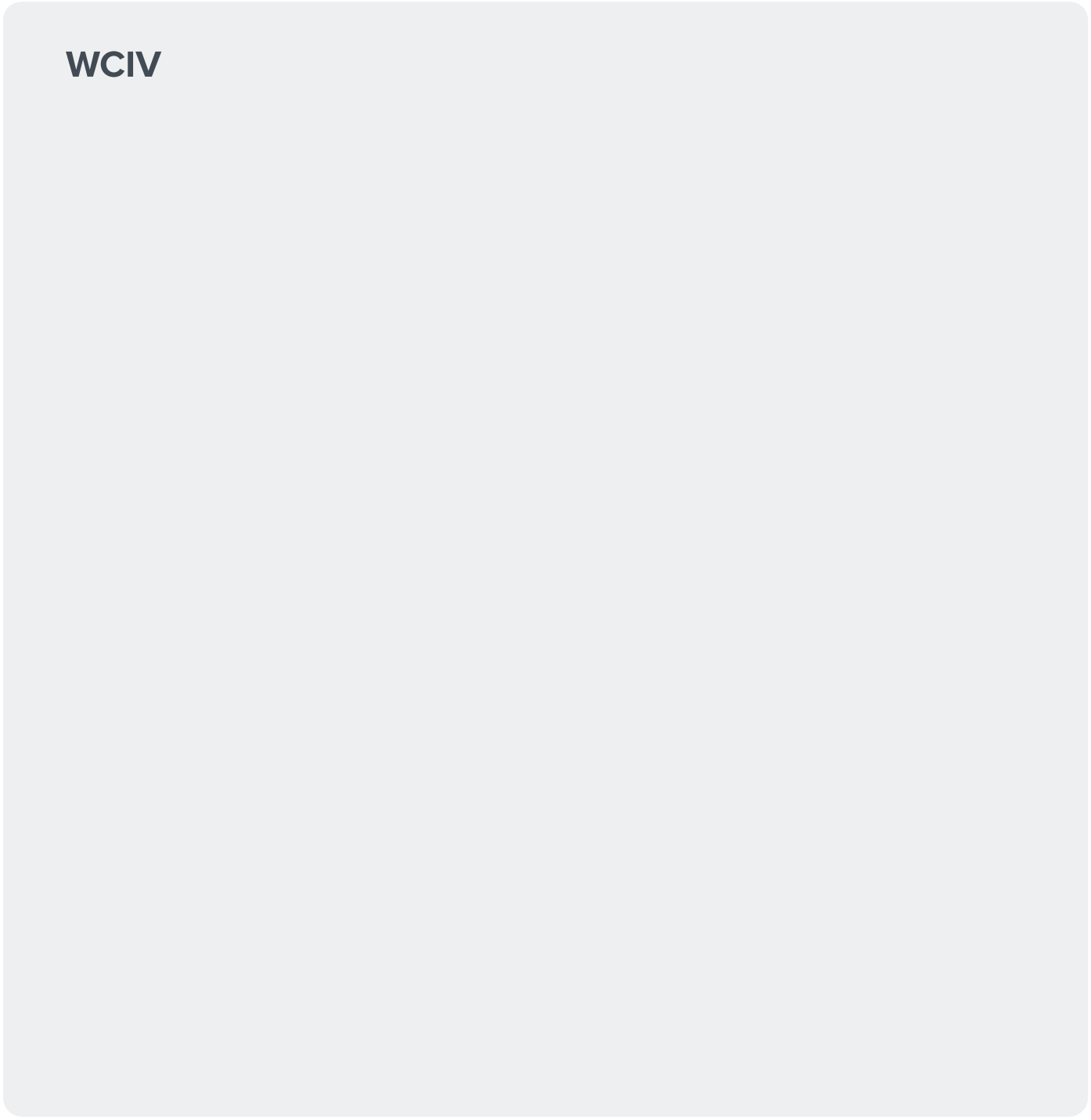
March 01, 2023 ONLINE

Real Assets Advisor Newsletter (07-02539)

irei.com/news/revitate-invests-4300-acre-...

Monthly Visits **24.2K**

Monthly Visits



June 30, 2023 OTHER

WCIV (07-036)

WCSC

June 30, 2023 OTHER

WCSC (07-036)

San Diego Business Journal

January 31, 2022 PRINT

San Diego Business Journal - Print Edition (71-01269)

sdbusinessjournal.pressreader.com/san-d...

Monthly Visits **73K**

Monthly Visits

San Diego Business Journal
The Community of Business

February 04, 2022 ONLINE

San Diego Business Journal (71-01269)

sdbj.com/news/2022/feb/04/encinitas-fir...

Monthly Visits **21.9K**

Monthly Visits

Oside News

January 07, 2022 ONLINE

Oside News (71-01269)

osidenews.com/2022/01/07/stos-expand...

Monthly Visits **40.3K**

Monthly Visits

Yield PRO

PRO is multihousing news and strategy for owners and operators seeking to increase their asset value through streamlined processes and best practices.

January 18, 2022 ONLINE

Yield PRO (71-01269)

yieldpro.com/2022/01/stos-partners-expa...

Monthly Visits **40K**

Monthly Visits

Connect CRE California

ConnectCRE brings you the latest commercial real estate news and analysis of current markets so you can stay informed. Visit Our Site

January 10, 2022 ONLINE

Connect CRE (71-01269)

connectcre.com/stories/off-market-buy-is-...

Monthly Visits **40K**

Monthly Visits

RENTV

Rentv.com provides commercial real estate news about office, industrial, retail and multifamily properties, sales, leases, developments, property management, financings...

January 11, 2022 ONLINE

RENTV (71-01269)

rentv.com/content/southerncalifornia/mai...

Monthly Visits **6.3K**

Monthly Visits

Traded

Explore recent commercial real estate transactions, learn more about the the players involved, and network along the way!

January 26, 2022 ONLINE

Traded (71-000)

traded.co/property/685-south-lincoln-ave...

Monthly Visits **21.7K**

Monthly Visits

Done Deals

Good morning, Friends: This is your Free site to publish daily real estate-related news releases. The releases may be edited for length. Photos in JPEG or GIF format will also...

January 16, 2022 ONLINE

Done Deals (71-01269)

alex-donedeals.blogspot.com/2022/01/st...

Monthly Visits **4.5K**

Monthly Visits

Indianapolis Business Journal

February 01, 2022 ONLINE

Indianapolis Business Journal (71-01294)

ibj.com/articles/portfolio-of-12-industrial-p...

Monthly Visits **230K**

Monthly Visits

Real Assets Advisor

Commercial real estate investment publications, news, trends, resources and events for America, Europe, & Asia Pacific.

January 31, 2022 ONLINE

Institutional Real Estate, Inc. (71-01294)

irei.com/news/stos-partners-cardinal-indu...

Monthly Visits **40K**

Monthly Visits

RE Journals

February 02, 2022 ONLINE

REJournals (71-01294)

rejournals.com/stos-partners-cardinal-ind...

Monthly Visits **41K**

Monthly Visits

Connect CRE California

ConnectCRE brings you the latest commercial real estate news and analysis of current markets so you can stay informed. Visit Our Site

February 03, 2022 ONLINE

Connect CRE (71-01294)

connectcre.com/stories/stos-partners-car...

Monthly Visits **121K**

Monthly Visits

osidenews.com

OceansideLocal News, Sports and Events for Oceanside, California and surrounding area

February 01, 2022 ONLINE

OsideNews (71-01294)

osidenews.com/2022/02/01/locally-base...

Monthly Visits **40.3K**

Monthly Visits

REBusiness Online

REBusinessOnline delivers commercial real estate news to you daily. Covering industrial, multifamily, office, retail real estate and more.

February 01, 2022 ONLINE

REBusinessOnline (71-01294)

rebusinessonline.com/stos-partners-cardi...

Monthly Visits **69.5K**

Monthly Visits

The Daily Transcript

February 01, 2022 ONLINE

The San Diego Daily Transcript (71-01294)

sdtranscript.com/subscriber/sdtstory.cfm?...

Monthly Visits **400**

Monthly Visits

Connect CRE California

ConnectCRE brings you the latest commercial real estate news and analysis of current markets so you can stay informed. Visit Our Site

February 08, 2022 ONLINE

Connect CRE (71-01269)

connectcre.com/stories/stos-partners-ext...

Monthly Visits **40K**

Monthly Visits

February 02, 2022

Connect CRE Newsletter (71-01294)

Monthly Visits

30K

Monthly Visits

February 08, 2022

Connect CRE Newsletter (71-01269)

Monthly Visits

40K

Monthly Visits

Connect CRE California

ConnectCRE brings you the latest commercial real estate news and analysis of current markets so you can stay informed. Visit Our Site

February 09, 2022 ONLINE

Connect CRE (71-01295)

connectcre.com/stories/stos-trades-phoe...

Monthly Visits **45K**

Monthly Visits

San Diego Business Journal
The Community of Business

February 10, 2022 ONLINE

San Diego Business Journal (71-01295)

sdbj.com/news/2022/feb/10/stos-partners...

Real Estate Daily News

TUCSON, ARIZONA (Oct. 13, 2022) The Ajo / Evans Business Center at 1100 & 1200 E Ajo Way and 3819 & 3855 S Evans Blvd. in Tucson sold recently for $5 million ($140...

February 11, 2022 ONLINE

Real Estate Daily News (71-01295)

realestatedaily-news.com/stos-partners-ki...

Monthly Visits **28.1K**

Monthly Visits

The Daily Transcript

February 14, 2022 ONLINE

The San Diego Daily Transcript (71-01295)

sdtranscript.com/subscriber/sdtstory.cfm?...

Monthly Visits **450**

Monthly Visits

REBusiness Online

REBusinessOnline delivers commercial real estate news to you daily. Covering industrial, multifamily, office, retail real estate and more.

February 15, 2022 ONLINE

RE Business (71-01295)

rebusinessonline.com/stos-partners-sells-...

Monthly Visits **70K**

Monthly Visits

osidenews.com

Oceanside|Local News, Sports and Events for Oceanside, California and surrounding area

February 09, 2022 ONLINE

OsideNews (71-01295)

osidenews.com/2022/02/09/stos-kicks-o...

Monthly Visits **40K**

Monthly Visits

North Coast Current

News online for Encinitas, Calif.

February 15, 2022 ONLINE

North Coast Current (71-01295)

northcoastcurrent.com/encinitas/2022/02...

Monthly Visits **2.4K**

Monthly Visits

RENTV

Rentv.com provides commercial real estate news about office, industrial, retail and multifamily properties, sales, leases, developments, property management, financings...

ONLINE

RENTV (71-01295)

rentv.com/content/homepage/etcetc/new...

Monthly Visits **6.63K**

Monthly Visits

Done Deals

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February 09, 2022 ONLINE

Done Deals (71-01295)

alex-donedeals.blogspot.com/2022/02/st...

Monthly Visits **4.2K**

Monthly Visits

February 04, 2022

San Diego Business Journal Newsletter (71-01269)

Visits

45K

Visits

February 08, 2022

Connect CRE Newsletter (71-01295)

Monthly Visits

11K

Monthly Visits

L.A. Business First

February 22, 2022 ONLINE

LA Business First (71-01368)

bizjournals.com/losangeles/news/2022/0...

Monthly Visits **2.59M**

Monthly Visits

Commercial Property Executive

Search commercial real estate listings for sale or lease — office spaces for lease, retail spaces, industrial properties and more.

February 21, 2022 ONLINE

Commercial Property Executive (71-01368)

commercialsearch.com/news/stos-partne...

Monthly Visits **28K**

Monthly Visits

Connect CRE California

ConnectCRE brings you the latest commercial real estate news and analysis of current markets so you can stay informed. Visit Our Site

February 23, 2022 ONLINE

Connect CRE (71-01368)

connectcre.com/stories/stos-partners-add...

Monthly Visits **41K**

Monthly Visits

Bisnow

Commercial real estate news, events, recruiting solutions, and marketing services. Create a free account to access the largest B2B CRE platform in the world.

February 20, 2022 ONLINE

Bisnow (71-01368)

bisnow.com/los-angeles/news/deal-sheet...

Monthly Visits **244K**

Monthly Visits

San Diego Metro Magazine

Providing San Diego with the latest news through our San Diego Metro Magazine, Providing 37 years of Quality Journalism.

March 01, 2022 ONLINE

San Diego Metro (71-01368)

sandiegometro.com/2022/03/daily-busin...

Monthly Visits **32K**

Monthly Visits

osidenews.com

OceansideLocal News, Sports and Events for Oceanside, California and surrounding area

February 18, 2022 ONLINE

OSide News (71-01368)

osidenews.com/2022/02/18/stos-partners...

Monthly Visits **40K**

Monthly Visits

Opera News

Find the latest United States news stories, photos on Opera News | Read breaking headlines covering politics news, economics news, entertainment news, sports news and more.

February 18, 2022 ONLINE

Opera News (71-01368)

dailyadvent.com/news/b7156d5e1f064f14...

Monthly Visits **2M**

Monthly Visits

Done Deals

Good morning, Friends: This is your Free site to publish daily real estate-related news releases. The releases may be edited for length. Photos in JPEG or GIF format will also...

February 23, 2022 ONLINE

Done Deals (71-01368)

alex-donedeals.blogspot.com/2022/02/st...

Monthly Visits **4.5K**

Monthly Visits

Times News Express

Breaking, Latest and Current news from NYPressNews.com. Health ,Entertainment, Politics, Business,Education, Science, Auto U.S., world news and video...

February 22, 2022 ONLINE

Times News Network (71-01368)

timesnewsnetwork.com/news/usa/atlanta...

Monthly Visits **99K**

Monthly Visits

Traded

Explore recent commercial real estate transactions, learn more about the the players involved, and network along the way!

March 03, 2022 ONLINE

Traded (71-01368)

traded.co/property/2301-redondo-avenue/

Monthly Visits **22.7K**

Monthly Visits

Connect CRE California

ConnectCRE brings you the latest commercial real estate news and analysis of current markets so you can stay informed. Visit Our Site

March 11, 2022 ONLINE

Connect CRE (71-01543)

connectcre.com/stories/stos-adds-to-its-p...

Monthly Visits **121K**

Monthly Visits

Real Assets Advisor

Commercial real estate investment publications, news, trends, resources and events for America, Europe, & Asia Pacific.

March 16, 2022 ONLINE

IREI (71-01543)

irei.com/news/stos-partners-acquires-thir...

Monthly Visits **45K**

Monthly Visits

Real Estate Daily News

TUCSON, ARIZONA (Oct. 13, 2022) The Ajo / Evans Business Center at 1100 & 1200 E Ajo Way and 3819 & 3855 S Evans Blvd. in Tucson sold recently for $5 million ($140...

March 11, 2022 ONLINE

Real Estate Daily News (71-01543)

realestatedaily-news.com/stos-partners-c...

Monthly Visits **28.1K**

Monthly Visits

San Diego Business Journal
The Community of Business

March 16, 2022 ONLINE

San Diego Business Journal (71-01543)

sdbj.com/news/2022/mar/16/stos-partner...

Monthly Visits **21.9K**
Monthly Visits

REBusiness Online

REBusinessOnline delivers commercial real estate news to you daily. Covering industrial, multifamily, office, retail real estate and more.

March 10, 2022 ONLINE

RE Business (71-01543)

rebusinessonline.com/stos-partners-acqu...

Monthly Visits **69.5K**

Monthly Visits

RENTV

Rentv.com provides commercial real estate news about office, industrial, retail and multifamily properties, sales, leases, developments, property management, financings...

March 10, 2022 ONLINE

RENTV (71-01543)

rentv.com/content/homepage/etcetc/new...

Monthly Visits **6.6K**

Monthly Visits

Done Deals

Good morning, Friends: This is your Free site to publish daily real estate-related news releases. The releases may be edited for length. Photos in JPEG or GIF format will also...

March 15, 2022 ONLINE

Done Deals (71-01543)

alex-donedeals.blogspot.com/2022/03/st...

Monthly Visits **4.5K**

Monthly Visits

Opera News

Find the latest United States news stories, photos on Opera News | Read breaking headlines covering politics news, economics news, entertainment news, sports news and more.

March 10, 2022 ONLINE

Opera News (71-01543)

dailyadvent.com/news/cc9ae760cf968eb...

Monthly Visits **1.02M**

Monthly Visits

REBusiness Online

March 10, 2022 OFFLINE

REBusiness Newsletter (71-01543)

Monthly Visits **93.7K**

Monthly Visits

Real Assets Advisor

Commercial real estate investment publications, news, trends, resources and events for America, Europe, & Asia Pacific.

March 29, 2022 ONLINE

Institutional Real Estate, Inc. (71-01589)

irei.com/news/stos-partners-jv-expands-m...

Monthly Visits **45K**

Monthly Visits

San Diego Metro Magazine

Providing San Diego with the latest news through our San Diego Metro Magazine, Providing 37 years of Quality Journalism.

March 31, 2022 ONLINE

San Diego Metro (71-01589)

sandiegometro.com/2022/03/daily-busin...

Monthly Visits **24K**

Monthly Visits

The Daily Transcript

March 28, 2022 PRINT

The Daily Transcript (71-01589)

Monthly Visits **2.5K**

Monthly Visits

Connect CRE California

ConnectCRE brings you the latest commercial real estate news and analysis of current markets so you can stay informed. Visit Our Site

April 11, 2022 ONLINE

Connect CRE (71-01589)

connectcre.com/stories/stos-partners-add...

Monthly Visits **121K**

Monthly Visits

RENTV

Rentv.com provides commercial real estate news about office, industrial, retail and multifamily properties, sales, leases, developments, property management, financings...

March 29, 2022 ONLINE

RENTV (71-01543)

rentv.com/content/southerncalifornia/mai...

Monthly Visits **6.7K**

Monthly Visits

San Diego Business Journal

March 16, 2022 PRINT

San Diego Business Journal Newsletter (71-01543)

sdbj.com/news/2022/mar/16/stos-partner...

Monthly Visits **73.6K**

Monthly Visits

Connect CRE Phoenix & Southwest

March 11, 2022 OFFLINE

Connect CRE Newsletter (71-01543)

connectcre.com/stories/stos-adds-to-its-p...

Monthly Visits **94.1K**

Monthly Visits

Institute for Real Estate Operating Companies

March 16, 2022 OFFLINE

Institute for Real Estate Operating Companies...

irei.com/news/stos-partners-acquires-thir...

Monthly Visits **53.4K**

Monthly Visits

Institute for Real Estate Operating Companies

March 29, 2022 OFFLINE

Institute for Real Estate Operating Companies...

irei.com/news/stos-partners-jv-expands-m...

Monthly Visits **53.4K**

Monthly Visits