

Special Advertising Section

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# A Night of EXCELLENCE IN COMMERCIAL REAL ESTATE



Honoring the Commercial Real Estate Industry's  
Greatest Achievements of 2020

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# FROM YOUR *Leaders*

## CAB



**O**n behalf of the Board and its membership, the Commercial Association of Brokers is proud to continue our support of the Night of Excellence in Commercial Real

Estate. While this year's event will take on a different form, it continues to be an important opportunity for our industry to recognize success, particularly amongst the challenges brought on 2020.

The year that felt like a decade, 2020, will be a year not easily forgot. With a wide range of significant issues affecting the Portland market, I continue to be impressed with determination and perseverance of our members. CAB continues to provide meaningful education and market content to its membership, along with participation in local governmental issues affecting our industry.

I would like to thank our cooperating organizations, NAIOP, SIOR, BOMA and the Portland Business Journal, and the sponsors that are so critical to putting on such a great event. Congratulations to all nominees and this year's winners!

### RHYS KONRAD

Macadam Forbes  
CAB President

## NAIOP



**O**n behalf of NAIOP's over 300 local members, I would like to wholeheartedly welcome you to the 2021 Night of Excellence in Commercial Real Estate. Looking back on last year's March

6th event, an evening with hundreds of finely dressed friends, gathered together, drinking, dining and celebrating in the Sentinel Hotel's beautiful Governor Ballroom, it was impossible to know at the time that we were standing on the precipice of such an unprecedented and challenging year ahead. Alas, we are still here! Tonight we gather, albeit virtually, to recognize the perseverance of our entire local real estate community, as well as a few key standouts who excelled despite the adversity of 2020. NAIOP is proud to collaborate with CAB, SIOR and BOMA in recognizing such achievements and we remain grateful to each and every firm and individual that continue to invest their time and treasure in making our region a better place to live, work and play.

NAIOP, the Commercial Real Estate Development Association, is the leading organization for developers, investors, owners and operators, brokers, and related professionals in office, industrial and mixed-use real estate. The Oregon Chapter of NAIOP, totaling over 300 members is one of more than 50 chapters throughout the US and Canada, with corporate headquarters in Washington, DC.

NAIOP's focus is to ensure a vibrant and sustainable commercial real estate industry by providing strong government advocacy and serving as a platform for commercial real estate professionals to connect and learn from one another. NAIOP benefits its members by creating a sense of community with a dedicated board of directors, active committees and engaged members who work to track and support legislative issues, provide quality educational programs and organize networking opportunities. The benefit for NAIOP members is the strongest unified voice advocating for sound commercial real estate practices in the region through relationships with elected officials and policy makers, supporting economic development efforts and communicating with municipal stakeholders.

### EDDIE LABERGE

Turner Construction Company  
NAIOP President

## SIOR



**T**he Society of Industrial and Office Realtors (SIOR) organization is proud to be a returning sponsor of "A Night of Excellence in Commercial Real Estate" alongside NAIOP and CAB

to acknowledge our industry leaders and their greatest accomplishments in 2020. With the ups and downs of last year, it is even more important to highlight those who stayed the course and were able to accomplish some monumental achievements.

As the 2021 SIOR Oregon/SW Washington Chapter President, I am honored to represent a strong group of real estate professionals who are focused on moving the city and community onward and upward from last year. Our local chapter of SIOR includes 40+ of the markets most knowledgeable, successful, and driven commercial real estate Brokers in our region. I expect our group to prove their resiliency by working hard and being creative to ensure our business community is moving in the right direction.

Real estate professionals who have earned the SIOR designation are recognized by corporate real estate executives, commercial real estate brokers, agents, lenders, and other real estate professionals as the most capable and experienced brokerage practitioners in any market. Continuing to live up to the designation year in and year out is the consistency that has led to the groups overall success.

Collectively as a group, we want to congratulate all the award winners and nominees recognized in this event. Although we wish we could be celebrating in person, we will absolutely toast from afar!

### SCOTT MURPHY

Kidder Mathews  
SIOR President



APRIL 2, 2021

# DEVELOPMENT *Awards*

## INDUSTRIAL DEVELOPMENT *Winner*

### PORTLAND MEADOWS LOT A

MACKENZIE, PERLO, DOWL  
AND VANDERWEIL

The Portland Meadows Lot A industrial development represents the first stage of redefining an iconic Portland site. The project, a first-of-its-kind last-mile fulfillment center for a confidential ecommerce company, was designed by Mackenzie for Prologis, and built by Perlo Construction.



The 250,000 SF project is on the former site of the Portland Meadows Racetrack. It was delivered on a tight timeframe, with construction beginning in November 2019, and substantial completion in October 2020. Success hinged on collaboration between designers and the

GC, and an efficient relationship with the City. Once approved, the contractor poured 1,000 yards of concrete a day for two weeks straight.

The pandemic required the team to be flexible and adapt to new protocols. The facility also required quick thinking from the designers as shipping and delivery logistics are being rapidly reinvented.

The project came in on budget and on time, despite challenging circumstances. The design is an innovative facility with a direct impact on consumer delivery logistics, and represents a turning point in the East Columbia neighborhood.

## INDUSTRIAL DEVELOPMENT *Runner Up*

### PROLOGIS PDX 23

SIERRA CONSTRUCTION

Prologis PDX 23 has received LEED Gold Certification. Completed in Q3 2020, PDX 23 is a 154,243 square foot distribution center located in the Columbia Corridor East District of Portland, Oregon on NE Airport Way.

The speculative project is now a distribution center for national retailer. PDX 23 has a 32'



clear height with 31 truck doors, and the project's scope also included a 3,250 square foot office buildout for the building's tenant. The 19.3 acre site included 6.8 dedicated acres for

Wetlands Mitigation, as the site sits adjacent to the Columbia Slough. Over 80,000 cubic yards of soil was excavated to create the wetland zone, which was then used to create the remaining building site and surcharge. A paved recreational trail runs along the south side of the property, that was dedicated to the City of Portland's Parks and Recreation department for future use.

Sustainable factors to the projects LEED Gold Certification included the use of recycled and regional materials, low emitting materials, public transportation access, and water use reduction methods.

## OFFICE DEVELOPMENT *Winner*

### WELLS FARGO

LINCOLN PROPERTY MANAGEMENT

The Wells Fargo Center and Exchange Building team repositioned the adjacent buildings from a historical artifact to a space that tenants and visitors could enjoy. User experience was at the forefront of the vision, vying for a space that promotes work-life balance, intimate interaction, and collaboration.

The project took place over three phases, the first focused on renovations throughout the tower, the second included extensive work to the Exchange building and the third was a build out of the daylight basement of the tower into a food service area.

Connected by a fourth-story skybridge, the six-story, 197,000 sq. ft. Wells Fargo Exchange Building also received asbestos abatement, lobby renovations, removal of drive-thru, a two-story floor to ceiling curtain wall exterior façade, roof deck, amenity space and glazing replacement.



## OFFICE DEVELOPMENT *Runner Up*

### PREMIER GEAR

LORENTZ BRUUN CONSTRUCTION

The conversion of the existing Gear Manufacturing Factory celebrates the industrial history of the space by maintaining much of the existing wood structure and retaining the existing crane rail elements. The factory consists of three buildings and takes up a city block, with the full space-transformed for creative office use.

The new design incorporates some of the building's original features and pays tribute to the legacy and work that Premier Gear and Machine Works performed for decades. The plans leave the existing wood structure and decking exposed and the ceilings will remain 20 feet high.

Original sawtooth skylights, as well as the hoists, jibs, and crane rails — including crane rails to be re-purposed as bridge supports for the added second level — are all one-of-a-kind features of the space.



# DEVELOPMENT *Awards*

## RETAIL MIXED USE DEVELOPMENT *Winner*

### BEACON | MACKENZIE

The Beacon building is a mixed-use building that redefines part of Lake Oswego's downtown core, offering pedestrian-oriented retail spaces at the street level, two levels of co-working office space above, and a world-class event space at the top level with views overlooking Mt. Hood. The project was designed by Mackenzie for Lake Oswego-based 10 Branch, LLC, and built by Bremik Construction. Mackenzie provided a full range of integrated services, including architecture; interior design, civil, structural, and traffic engineering; land use planning; and landscape architecture.

During the pre-design and vision-setting phase of the project, the client gravitated towards the idea of the building serving as a "lantern" and key local landmark. The idea



of a lantern or beacon became central to the project's identity and is manifested through the character of the transparent and illuminated corner glazing above the building's main entrance at the southwest corner.

The property is situated on a challenged site: it is uniquely constrained in shape, with a significant grade change that complicates allowable building heights. Navigating these issues required thoughtful engagement with the City and creative collaboration between the design team's architects and structural

and civil engineers. The grade change also posed an obstacle for access, both vehicular and pedestrian. The approach to the building's design created a solution that dedicated the public right-of-way to pedestrian access and facilitated structured parking access from the public alley way.

Completed at the beginning of the pandemic, the project's compelling design identity and mix of uses have played a key role in its success. Office and retail space have been leased out despite the steep challenges posed by the COVID-19 economy. CNTRL Office fully leased and built out two levels, providing a long-term alternative workspace for the community.

The project has resulted in a vibrant and multifaceted addition to the downtown. It is one of the only new suburban office spaces in the Portland metro area, and will provide lasting value to the community with its unique blend of amenities.

## RETAIL MIXED USE DEVELOPMENT

### *Runner Up*

### CEDAR CREEK PLAZA

#### DEACON

Cedar Creek Plaza – Sherwood, Oregon

- Size: 61,000 SF
- Description: Cedar Creek Plaza is approximately 46,000 sf of retail and medical use with a 1.5-acre pad for future development, envisioned to be a hotel. Sherwood is one of the



fastest-growing cities in Oregon and is home to the world-renowned wine country of the Willamette Valley. This location has high visi-

bility, is accessible from the Highway 99 and a demographic with one of the highest median incomes in the state.

- Market: Mixed-use Retail
- Year: 2020
- Project Status: Complete, except for development of the pad and minor space being leased
- Tenants: Planet Fitness, Starbucks, OnPoint Community Credit Union, Mud Bay, Hops n' Drops, IHOP and more. The center is shadow anchored by a 45,000 square foot Providence Medical Office Building, and a new 34 bed Senior Care Center.

## HOSPITALITY DEVELOPMENT *Winner*

### HYATT CENTRIC

#### MORTENSON

The "United Way" Hotel project, now the Hyatt Centric Downtown Portland, is located in the heart of Portland's hip West End District immediately north of the United Way Building.

Mortenson's long-term support of United Way opened the door to acquiring their surplus property for the development, design and construction of this new lifestyle brand hotel.



This 15-story hotel includes 220 guestrooms, an impressive array of local art, and a Catalan and Spanish-inspired restaurant MASIA and xurro bar, helmed by celebrated Portland chef Jose Chesa. A convergence of modern indus-

trial and contemporary elements, complemented by locally influenced accents, creates a sense of place for guests and gives a nod to the city's quirky character. The "Portland Penny" adorns each in-room closet, paying homage to the 1835 American copper penny that was used in an 1845 coin toss to name the new town of Portland. Each suite showcases hand-stitched life-size chicken footstools by The City Girl Farm, speaking to the farming and agriculture around the city.

Designed-built by Mortenson, in partnership with Sera Architects, Hyatt Centric Downtown Portland delivers a unique take on Oregon, focusing on the city's deep craftsman history and its interaction with the landscape.

APRIL 2, 2021

# DEVELOPMENT *Awards*

## SUSTAINABILITY DEVELOPMENT *Winner*

### PORTLAND BUILDING

#### DLR GROUP

The Portland Building has been reconstructed as a fossil-fuel free building and is on track to achieve LEED Gold certification.

- 50% reduction in EUI, 75% below the national average for offices.
- 45% reduction in potable water use = over 2.4 million gal/year.
- Increased fresh air (30% above ASHRAE 62.1-2010) to boost cognitive function and productivity.
- 4x increase in daylight area via replacement of the original dark glazing and removal of spandrel.



#### Healthy & Sustainable Materials

Low emitting materials were used throughout the building to ensure excellent indoor air quality for a healthy work environment. The project used multiple products with Envi-

ronmental Product Declarations and Health Product Declarations, which are reports that disclose the embodied energy usage and material ingredients of building products. This required the design and construction teams to give preference to manufacturers that embrace materials transparency.

#### WELL Building Certification

The Portland Building is pursuing WELL Building Certification – an evidence-based comprehensive wellness certification focusing on the experience of building occupants. WELL Building certification has been proven to improve overall health and well-being, productivity, and cognitive function. The project meets or exceeds all baseline requirements for certification and was designed to support compliance with WELL's stringent indoor air quality and potable water quality standards.

## SUSTAINABILITY DEVELOPMENT

### *Runner Up*

### MAHLUM TENANT IMPROVEMENT

#### PERLO CONSTRUCTION

Perlo recently partnered with Mahlum Architects on a project that received a Living Building Challenge certification, one of the first of these certifications to be awarded in Oregon.

As the first Living Building Challenge (LBC) certified commercial project in Portland, achieving the Material Petal, Mahlum's updated space is a testament of sustainability. The Living Building Challenge is one of the most rigorous sustainability standards in the worldwide construction industry. The focus is on "making the world a better place" by literally challenging builders, architects, engineers, and developers to create buildings that are entirely self-sufficient from a resource standpoint and "regenerative" in the sense of connecting occupants with light, air, food, nature, and community. Certification is attained by achieving up to all seven performance categories, or "Petals": Materials, Place, Water, Energy, Health, Equity, and Beauty.

Specifically, Perlo helped Mahlum earn the "materials petal," the part of the challenge that demonstrates a low-carbon and low-impact footprint in terms of sourcing building materials. The Perlo/Mahlum team carefully vetted over 350 products and materials to ensure all of them met the health and green standards the Living Building Challenge requires. In addition,



tion, Perlo enforced the processes necessary to recycle almost 95% of waste materials generated onsite during construction. This herculean effort required complete transparency of all ingredients for all aspects of construction. The Perlo team had to track down each supplier involved for each element and understand and document of the entire supply chain, which involved VOC emissions testing compliance and locally sourcing as often as possible. Over 350 unique materials were vetted for the project, resulting in the use of 31 Declare label, 77 Material Inventory, 74 Letter of Affidavit, 40 Due Diligence, and 8 Salvaged materials. In addition, even materials outside of the LBC requirements were considered such as fasteners, coatings and FFE.

Mahlum's open floorplan is within the Custom Blocks Development in the heart of central eastside Portland, a location which boasts other sustainable elements such as a strong biking and public transportation infrastructure with Bike and Walk Scores of 100 and 94 and resides within Central Eastside's Urban Renewal District and the Portland Enterprise Zone. Capstone Partners, the building developer, took care to retain some of the building's original character from its nearly 50 years

of operation as Custom Stamp and Manufacturing's plant by keeping the prominent press and a majority of its exterior structure including the 18-foot tall ceilings, and large open floor plates with extensive clear spans of old growth timber. Perlo worked with Mahlum to further develop the space for their own office and fulfill the requirements to achieve the Materials Petal of the LBC. Mahlum also achieved the Place, Equity and Beauty Petals, and fulfilled the imperatives from the Health & Happiness Petal.

The sustainability effort is evident as you first walk up to the entrance and see the custom front doors wrapped in reclaimed Doug Fir wood salvaged from Fort Vancouver, which matches the surrounding exterior cladding. This wood was also used in their custom shelving unit, affectionately called the "curio cabinet" and nearly all other uses of wood in the space came from the state of Oregon in partnership with Sustainable Northwest Wood. The project used a total of 31 "Declare label" products, thereby reducing the overall material costs by approximately 38%. The interior structure is exposed, further maintaining its character and preserving part of the building's history. Mahlum's new, beautiful break-room features a huge island utilizing Forest Certified Council plywood, quartz countertops and appliances concealed by custom plywood faces.

By renovating this existing space, Perlo was able to help further reduce Mahlum's environmental footprint. The street level location offers a multitude of local businesses within walking distance and the large exterior windows provide ample natural lighting.

# BROKER & TEAM *Awards*

## INDUSTRIAL BROKER *Winner*

### STUART SKAUG

CBRE

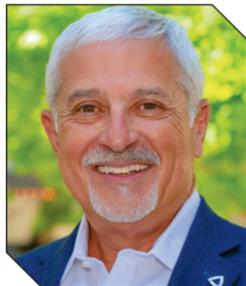


Stuart Skaug serves as a Senior Vice President at CBRE, where he specializes in providing both strategic and executional advisory service exclusively to owners and occupiers of industrial real estate. His ability to consistently integrate and align the objectives of each client with executable real estate solutions is a cornerstone of his practice. Stuart has been recognized as one of the most successful and trusted commercial real estate advisors in the Portland/Southwest Washington market, and is a Past President of the Oregon Chapters of SIOR and NAIOP.

## INDUSTRIAL BROKER *Runner Up*

### DON OSSEY

CAPACITY  
COMMERCIAL  
GROUP



Don Ossey, SIOR Founding Principal – Capacity Commercial Group

Since 1981, Don has negotiated over 1000 transactions totaling over \$1 billion in value and over 40 million square feet. Don was named CAB 2008 and 2013 Industrial Broker of the Year, and in 2013 & 2017 Don won the Bill Naito Award for the most creative and complex transaction of the year.

Don achieved the SIOR (Society of Industrial and Office Realtors) designation in 1995. SIOR members are recognized worldwide as leaders in the commercial real estate profession.

Don earned a degree from the University of Oregon School of Architecture and is a loyal Duck fan. In 2010 the University recognized Don with the Harold Taylor Lifetime Achievement Award.

A Portland native and lifelong Oregonian Don has been married to Katherine for 34 years. They have a daughter Nicole, and a son Stephen who is a broker on Don's team at Capacity. Don loves golf, music, travel, and great wine!

## INDUSTRIAL TEAM *Winner*

### STEVEN KLEIN, PETER STALICK, BRENDAN MURPHY

KIDDER MATHEWS

The team of Steven Klein, Peter Stalick and Brendan Murphy specialize in the representation of owners of industrial properties and companies with industrial property interests in Portland. The team has a combined 63 years of experience specializing in industrial property transactions and consulting their clients toward successful stabilized projects, either existing, new development or redevelopment projects. In the past 3 years, the team has successfully negotiated and closed 222 lease and sale transactions totaling over \$523 Million in total consideration. Although 2020 got off to a rocky start, in 2020 the team closed 67 transactions totaling over \$162.8 Million making 2020 one of their most productive years. This team has won the CAB/NAIOP/SIOR "Industrial Team of the Year" each of the two years since the award's inception in 2018 which is a testament to their teamwork and cooperation leading to producing positive results for their clients. Steven, Peter and Brendan look at their client relationships as long term partnerships with the team acting on the owner's behalf as their advisor in all facets of their real estate business. Steven, Peter and Brendan are all native Oregonians, and each went into industrial real estate directly after graduating from either



Portland State University or University of Oregon. Steven Klein is the veteran of the team with over 39 years of experience including 15 years with Trammell Crow Company where he was one of the local partners. Steven Klein started the Portland office for Kidder Mathews 17 years ago which at the time was the only Kidder Mathews office outside the greater Seattle area. Steven is managing director, a shareholder and has been a long-time board member with Kidder Mathews. Peter Stalick is Executive Vice President and a shareholder with Kidder Mathews and has 20 years of experience in the industry. Peter has been partnered with

Steven as a team for over 15 years since shortly after the Portland Kidder Mathews office was opened. Brendan Murphy joined the team in 2016 after graduating from the University of Oregon. Brendan has been instrumental with the team's success over the past 5 years.

Steven, Peter and Brendan attribute their success to the wonderful relationships they have with their clients. "We owe a debt of gratitude for all the support they have given us over the years."

## INDUSTRIAL TEAM *Runner Up*

### KEVIN KRIESIEN, TYLER SHEILS, PHILIP POMPETTI | JLL

Kevin has over fourteen years of experience specializing in industrial and flex properties. Working with institutional landlords, corporate and local occupiers, and national and regional developers, Kevin provides direction and advice regarding acquisition and disposition assignments, occupier expansions and relocations, ground-up development, as well as leasing guidance.

Philip's focus is on tenant and buyer representation in Portland's industrial market. By leveraging his experience with JLL's full suite of services, he's cultivated an advisory and consulting role to help industrial occupiers strategize, stabilize, and secure their real es-



tate footprints in Portland. He's all about the numbers, too. Having worked in strategy at a data analytics firm prior to joining JLL, Philip understands the importance.

With over fifteen years of experience and focus on the industrial market, Tyler has completed sale and lease transactions over 80 million square feet in industrial and flex properties with a total consideration in excess of \$945M.

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# BROKER & TEAM *Awards*

## OFFICE BROKER *Winner*

### TREVOR KAFOURY | CBRE

A trusted leader in Portland's commercial real estate market, Trevor Kafoury has 23 years of experience helping clients achieve success. He combines unparalleled market intelligence with decisive leadership and ensures each deal is completed with a high level of service,



solutions for office owners, investors and tenants. During his tenure at CBRE, Trevor has successfully completed a wide array of com-

integrity and expediency. Trevor is a consistent #1 producer in the CBRE Portland office and top 10% broker for CBRE nationwide.

Trevor specializes in strategic real estate

plex assignments, including some of the most significant transactions in the Portland Metro area.

Trevor represents a wide variety of local and global clients and understands his clients' business objectives as if they were his own. Deeply committed to all facets of commercial real estate, Trevor's strategic approach and market expertise provide immense value beyond the initial transaction and foster long-term business relationships.

## OFFICE BROKER *Runner Up*

### JOHN LEE | JLL

John is a driven individual and an excellent communicator, always working diligently to represent his clients' best interest. As a Executive Vice President at JLL, John developed a thriving real estate practice working with a variety of tenants and landlords throughout Oregon and Southwest Washington. Primary



areas of expertise include consulting and advisory services (leasing, acquisitions, and dispositions) for tenants and landlords in the office, medical office/healthcare, and public institutions sectors. John's unique focus and experience through tumultuous market cycles has created expertise in structuring transactions that are advantageous to his clients' needs, and yet

leave all parties with a win-win mentality. John leverages his education in Real Estate Finance and a decade of work in real estate consulting to represent a wide variety of local, regional, and national healthcare organizations, The State of Oregon and US Federal Government, and an ever growing list of technology and professional service clients. Selected agency leasing experience includes KBS, Unico, Providence Health and Services, Aegon, Swift Real Estate Partners, Cigna, Lone Wolf Development, and LaSalle Investment Management.

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Prologis PDX 17, Portland, Oregon

Prologis is the leading owner, operator and developer of logistics real estate with approximately 984 million square feet owned and under management in 19 countries on four continents.

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# BROKER & TEAM *Awards*

## OFFICE TEAM *Winner*

### KRISTIN HAMMOND & AJAY MALHOTRA

CBRE



Kristin has 18+ years of experience in commercial real estate with a strong focus on tenant representation. She has worked with companies from startup to publicly-traded and participated in over 5 million square feet of transactions. With over 20 years of industry experience in high technology and renewable energy, Ajay brings a unique perspective when crafting real estate solutions for his clients. Ajay is a former senior executive at global brands Intel Corporation and Cadence Design Systems. As a result, he comprehends the dynamics - and real estate requirements - of venture capital-backed startups seeking stability and sustainable growth as they expand their operations and footprint.

## RETAIL BROKER *Winner*

### JEFF OLSON

COMMERCIAL REALTY ADVISORS



Jeff Olson joined Commercial Realty Advisors NW in 2004 and became a principal in 2011. Jeff specializes in retail tenant representation, shopping center leasing, sales, site acquisition and development consulting. Jeff has previously been recognized as the Retail Broker of the Year by the Commercial Association of Brokers of Oregon & SW Washington.

Jeff is an active member of the International Council of Shopping Centers, Retail Brokers Network, and a CAB Board Member.

Jeff has the privilege of working with a distinguished list of developer clients, including PacTrust, MAJ Development, Atlas Investments, Seven Hills, and the Angel Family. Some of Jeff's most active tenant clients include CVS, MOD Pizza, Chase, 7-Eleven, New Seasons, Dutch Bros Coffee, Mud Bay, McDonald's, Pacific Dental, Popeye's, Ace Hardware, ATI and Voodoo Doughnut.

Jeff is a Portland native, graduate of Washington State University, and proud father of 4 boys.



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**BANK OF THE WEST**  
BNP PARIBAS  
WEALTH MANAGEMENT

APRIL 2, 2021

# BROKER & TEAM *Awards*

## RETAIL TEAM *Winner*

### MICHELLE ROZAKIS, GEORGE DIAMOND, NICHOLAS DIAMOND

CAPACITY COMMERCIAL GROUP

The Diamond Team at Capacity Commercial Group, led by George (40+ years in real estate), along with his children Nicholas (16 years in real estate) and Michelle (13 years in real estate), have worked together to provide their clients with a full-service brokerage experience. The team will often craft the sale of the development land, handle the lease-up and then sell the property again, once stabilized. With



strong experience in each facet of the real estate process, the Diamond Team understands the fundamentals that make deals successful. All born and raised in Portland, the Team shares a deep passion for shaping the community that they live, work, and play in, and pride themselves on not only enjoying what they do, but also value the relationships and friendships they have built over the years with the developers, investors, tenants and brokers they work with.

## MULTIFAMILY TEAM *Winner*

### JORDAN CARTER, TYLER LINN, CLAY NEWTON

KIDDER MATHEWS



Kidder Mathews' multifamily team of Jordan Carter, Clay Newton and Tyler Linn are leaders in the sale of multifamily buildings across the Portland-Metro area. Their expertise focuses on existing buildings of all ages, newly completed buildings, mixed-use assets, and multifamily development land. Having closed nearly two dozen transactions in the last 12 months, their range of services includes assisting investors the sale of both stabilized and unstabilized apartments and mixed-use properties, and apartment development land.

## MULTIFAMILY TEAM *Runner Up*

### JOSH MCDONALD, JOE NYDAHL, PHIL OESTER

CBRE



With a combined 65 years of real estate experience and expertise, Phil Oester, Joe Nydahl and Josh McDonald have formed one of the most successful multifamily teams in the Portland region. Phil has been involved in brokerage for over 30 years, while Joe and Josh each possess over 15 years of diverse real estate experience. The team's unique ability to harness former real estate expertise differentiates their advisory services with clients through acute knowledge of construction, development and property management services. Phil, Joe and Josh have been involved in over \$1.5 billion in multifamily sales across over 60 transactions since joining CBRE in 2017. Together, they merge their individual specialties to provide market-leading analysis and services to their clients.

## PROPERTY MANAGER *Winner*

### DEANNA AMENDE

GENERAL MANAGER | LINCOLN PROPERTY COMPANY

Lincoln Property Company was fortunate enough to have DeAnna join the LPC West Team in late October 2019. DeAnna's patience and kindness give those around her the ability to learn and grow. The most remarkable characteristic of her leadership is her humble personality. It is clear DeAnna cares about her building and her community, we can think of nobody more deserving of this award.



# BROKER & TEAM *Awards*

## INVESTMENT TEAM *Winner*

### BUZZ ELLIS & ADAM TAYLOR

JLL



Buzz Ellis is a Managing Director within JLL's Capital Markets team and leads the firm's investment sales practice in the Pacific Northwest region. Since 2004, Buzz and his team have completed over 75 transactions valued at over \$2 billion and totaling more than 22 million sqft.

Adam Taylor is a Director within the Capital Markets group at JLL. He serves as the private capital investment sales expert as well as the team's detail-oriented operations manager. In five years at JLL, Adam has been involved in over \$2 billion in transactions for a variety of regional and institutional owners.

## INVESTMENT TEAM *Runner Up*

### PAIGE MORGAN & CHARLES SAFLEY

CBRE



The Portland Capital Markets group provides institutional and private capital clients with unparalleled market knowledge and well-developed industry relationships to deliver superior results in every transaction. With more than 30 years of combined real estate experience, Paige Morgan and Charles Safley are well-known as industry experts and pride themselves on providing a high level of quality, leadership, service and integrity to their clients.

Based in Portland, Oregon, the team combines institutional quality knowledge and service with unfettered access to investors and brokers in the local market and across the country. Additionally, the Portland Capital Markets team is fully integrated with CBRE's IG West team, which allows us to leverage a deep well of knowledge and connections. Our ability to be nimble and deliver innovative solutions sets us apart from the competition.

## ROOKIE BROKER *Winner*

### SEAN BRENNECKE

KIDDER MATHEWS



Sean joined Kidder Mathews in 2018. Sean specializes in healthcare real estate services. Working with Mark Fraser, their team represents clients in the leasing, acquisition, and disposition of healthcare real estate. Their platform of services includes new lease negotiations, lease renewal and renegotiation, lease vs. own scenarios, occupancy and operational cost analysis, site evaluation, demographic and market analysis, space planning, and negotiating tenant improvement allowance.

Sean is a problem-solver by nature and a highly-organized, action-oriented individual that clients count on to get the job done right. Sean is fiercely dedicated to developing his healthcare real estate expertise and being a "best in class" resource for his clients. On the weekends, you'll find him cycling around town or exploring the great Pacific Northwest, camera in hand.

## ROOKIE BROKER *Runner Up*

### STEPHEN OSSEY

CAPACITY COMMERCIAL GROUP



Born and raised in Portland, Stephen Ossey attended Central Catholic High School. After high school he enrolled at College of the Desert, eventually graduating from George Fox University. He was a member of the baseball team at both schools.

Upon obtaining his bachelor's degree in Communications in 2013, he began working for a local creative agency. As a project manager he oversaw campaigns for various brands including: Zoomcare, OHSU, Breakside Brewery, and Adidas.

Stephen Joined Capacity Commercial Group as an Associate Broker in November of 2019 where he works alongside his father, Principal Don Ossey, SIOR, and fellow Associate Broker Tom Knecht. During his first year, he has spent a majority of his time contributing to current transactions, focusing on business development, and aiding the team's marketing efforts.

Outside of Capacity, Stephen is in his 7th year as a JV coach for Lincoln High School.

APRIL 2, 2021

# BILL NAITO *Award*

**BILL NAITO** *Winner*

## PROLOGIS BROADMOOR

CAPACITY COMMERCIAL GROUP

The Broadmoor golf course was built in 1931 by the Krieger family on their former family dairy farm. Now, in the fourth generation of ownership, the family's goals and objectives have become less aligned. The multi-generational ownership is part of what made Broadmoor so special to the community, but it was also challenging.

Don Ossey began discussions with the family leadership over 15 years ago, as it became clear that the idea of running a family-owned golf course was not on the minds of the next generation. Having a long-term friendship helped Don create an open line of communication and trust that ultimately led to a plan to gracefully move on, maximize the financial returns, and mitigate the various levels of tolerance for risk among the ownership. Multiple concepts were considered, which evolved into the one viable solution: to sell the property and transfer the risk to a competent developer with the technical capabilities, financial strength, patience to endure the jurisdictional process, and the creative mind to envision the next life of a 90-year-old golf course.

All signals pointed straight to Prologis. Don has a long history working with the local, regional, and national teams at Prologis; their capabilities were undeniable and easily conveyed to the Krieger family. Prologis



has been active in the Portland market for many years and has been hungry to expand their footprint through acquisitions and new development. Sean Colletta, Vice President and Market Officer for Prologis, is aware that he and the Prologis team must be creative as they expand their portfolio.

The site is just over 123 acres with approximately 19 acres usable for industrial development due to zoning, slope, access, and wetlands. To develop the available acreage, Prologis will move over 700,000 cubic yards of dirt to create a level, buildable 20-acre site fronting Columbia Boulevard that will house an approximately 345,000 Square Foot building.

The remaining acreage will be turned into a wetland mitigation bank. With the recent purchase of the Portland Meadows Race Track, Prologis needed a wetland mitigation site to maximize the development potential at Meadows, as well as future sites in the region. This decision followed hours of research

and meetings with city officials. The natural wetland will become the largest wetland mitigation bank in the market and will allow them to unlock more developable acreage throughout the Portland market.

In addition to the golf course, Prologis asked the brokerage team to try and assemble the adjacent residential property to the east that fronts Columbia Boulevard. Don negotiated with the most immediately adjacent property owner and the sale of that site closed simultaneously with the golf course. The adjacent site will provide an access point on Columbia Boulevard.

Construction on the Broadmoor site begun in January of 2021. The project, as a sign of respect to the site's history, will be called Prologis Broadmoor. Don Ossey and his team at Capacity Commercial Group are the exclusive leasing agents for Prologis.

Turner is proud to have collaborated with West of West and SERA in transforming Wells Fargo Tower on behalf of Lincoln Property Company!



 **DUNN CARNEY**  
LLP

# Bybee Lakes HOPE CENTER



“Harsch Investment Properties is honored to be the Signature Sponsor of the CAB Night of Excellence – a virtual celebration honoring the commercial real estate industry’s greatest achievements. The 293 amazing professionals at our company have worked tirelessly over the past 12 months to take care of our 3,700 tenants in six western states that we are privileged to have in our properties! Our tenants are a testament of the American entrepreneurial spirit. They figured out how to continue to operate their businesses during the COVID-19 pandemic and deliver their goods and services to their customers. Like many real estate executives, I was scared about the impact of pandemic, but I was continually inspired by our tenants’ tenacity to operate and pay rent!

One of our greatest accomplishments in 2020 was the opening of the Bybee Lakes Hope Center at the Jordan Schnitzer Campus, a trauma-informed, data-driven transitional housing facility to support Multnomah County community members experiencing homelessness. Every time I visited the property, the thought of tearing it down broke my heart. Now, when I visit the Hope Center, my heart soars as I meet with the initial 50 residents and hear their stories about being on the streets for years and now they are on a path to building a life they are proud to lead. At full capacity, the Hope Center will serve 500 homeless individuals – all through private funding. So thank you for joining with us to support the Bybee Lakes Hope Center and Helping Hands Reentry Outreach Centers.”

**JORDAN D. SCHNITZER**

President, Harsch Investment Properties



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