

MARCH

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23

THE NIGHT OF EXCELLENCE

Award Winners

A celebration honoring the commercial real estate industry's greatest achievements of 2022



At the Portland Art Museum | www.nightofexcellencecre.com

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FROM YOUR *Leaders*



CAB

On behalf of the Board and over 700 members of the Commercial Association of Brokers in Oregon and Southwest Washington, welcome to the 2023 Night of Excellence, a celebration of the best and brightest in the commercial real estate industry. Tonight, we recognize the outstanding achievements and contributions of our members who have demonstrated excellence in their work and commitment to the industry.

The past few years have been a challenging time for all of us, with the COVID-19 pandemic disrupting our lives and businesses. Despite these challenges, the commercial real estate industry has remained strong, adapting to new ways of working and finding innovative solutions to keep our communities moving forward.

As the 2023 Co-CAB President, I want to thank each and every one of you for your hard work, dedication, and resilience in the face of adversity. Your work has not gone unnoticed, and tonight, we celebrate your achievements.

Congratulations to all the award nominees and winners on their exceptional work in the commercial real estate industry. Your dedication to your craft, your clients, and your communities is an inspiration to us all.

As we look to the future, we must continue to work together to overcome the challenges that lie ahead. I am confident that, with the expertise and leadership in this room tonight, we can navigate these challenges and emerge stronger than ever.

Thank you again for your dedication to the commercial real estate industry and for making tonight's Night of Excellence such a special and memorable event.

*~ CAB President ~ Katie Thompson
Deering Management*



NAIOP

NAIOP Oregon Members and Community -

Thank you for the honor of serving as the 2023 NAIOP Oregon President. I am thrilled to lead the organization after a banner year for our chapter in 2022. Thank you for your trust as we continue to grow our membership, increase engagement with our government and community partners, provide top of mind programming and events, and provide opportunities for professional development and networking.

NAIOP Oregon serves as one of the most important forums for commercial real estate in Oregon. With over 300 members, the chapter provides its members with many opportunities to enhance their business through networking events, government affairs, education programs, and committee involvement. NAIOP Oregon invites you to get engaged at whatever level fits for you. That could be sitting on a committee, becoming an annual sponsor, attending events, or becoming a member in 2023.

I look forward to another great year for our chapter. Thank you again for your support of NAIOP Oregon!

*~ NAIOP Oregon President ~ Lauren Golden Jones
Capstone Partners*



FROM YOUR *Leaders*



SIOR

The Oregon/SW Washington Chapter of the Society of Industrial and Office Realtors (SIOR) is proud to co-sponsor a "A Night of Excellence in Commercial Real Estate" with our dear friends at both NAIOP and CAB. This event allows us to showcase and celebrate our industry leaders and their accomplishments this past year.

As this year's Chapter President, I am honored to be representing the finest men and women in the industry as well as our chapter sponsors who are some of the biggest names in ownership, development, the construction trades, legal, and lending. Our local chapter includes approximately 50 of the market's most knowledgeable, successful and respected brokers in our region who constantly strive to do amazing things for their clients and this community.

Professionals with the SIOR designation are recognized by the real estate industry as some of the most capable and experienced brokerage practitioners in any market specializing in both office and industrial real estate. Because ethics plays a big part of any professional achieving their designation you can always trust that an SIOR professional has the skill set to navigate the turbulent waters of any transaction while keeping their clients interests always first and doing so in a professional and ethical manner.

From our entire chapter we say congratulations to all this year's nominees and our award winners. It is an honor to be here and recognize each of you for a job very well done.

~ *SIOR President ~ Curt Aurthur, SIOR
SVN*



BOMA

BOMA Oregon is honored to participate once again in this very special event. The Night of Excellence recognizes leaders in the real estate industry- highlighting the exceptional leadership of commercial real estate professionals throughout Oregon.

The Building Owners and Managers Association of Oregon has been part of the real estate industry for over a century.

We are honored to stand beside our counterparts to celebrate another successful year in the Commercial Real Estate Industry. BOMA Oregon represents over 50 million square feet of office, retail, medical and industrial space in Oregon. Our mission is to promote commercial real estate through leadership, networking, advocacy and professional development opportunities within the industry.

BOMA Oregon values the differences in our membership; and recognizes that our diverse ideals add value to the organization. We are committed to diversity, equity, and inclusion throughout our work. Our members, volunteers and staff continuously strive for a diverse membership focusing on mutual growth and respect. We foster a culture where difference matters, and all are supported.

On behalf of BOMA Oregon Board of Directors, thank you to the sponsors, members, and guests. Congratulations to the nominees!

~ *BOMA Oregon President ~ Melanie Cole-Smith
Associate Director | KGJP*

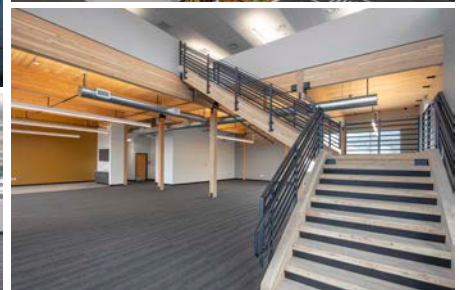
Development *Awards*

INDUSTRIAL DEVELOPMENT OF THE YEAR **WINNER**

NW LOGISTICS PROLOGIS

NW Logistics is a 190,000 square foot industrial building in NW Portland that was developed by Prologis and completed in June of 2022. This was the first speculative development in this submarket in over 25 years and is the only Class A industrial/logistics building in the NW Portland submarket.

NW Logistics sits on a 9.07 acre site fronting Yeon Ave and provides the most modern features in this submarket. Some of these features include 40 dock doors, 32 foot clear height, 125 foot truck courts and oversized electrical service.



Prologis is extremely committed to ESG. We have a company-wide mandate to reach carbon neutral status by 2040, with net zero carbon for new construction by 2025. Because of these goals we decided to build our speculative office space in the building using cross laminated timber. Not only is this product much more aesthetically pleasing, but it has several environmental benefits as well. By using mass timber we sequestered 55.7 Metric Tons of greenhouse gasses, equivalent to 123,475 miles driven, or driving five times around the globe. No other industrial development in Portland has ever used this product on a speculative basis and because of the final outcome we will be implementing it into future developments across the country. Northwest Logistics is certified LEED Silver primarily because of the reasons above paired with efficient fixtures and priority parking for alternative fuel vehicles. This development also received funds from the Energy Trust of Oregon for being energy efficient.

Many challenges existed to complete this project. Supply chain constraints had to be navigated, building through an extremely wet winter and dealing with very challenging soil conditions were just a few. Our development team and did a fantastic job working through these challenges to help us meet a very tight time frame. Mackenzie, DOWL and Cornice Construction partnered with us to from day 1 to completion of the final tenant improvements. The JLL brokerage team of Tyler Sheils and Kevin Kriesien represented us on the acquisition of the property as well as the leases with both new tenants in the building. Jerry Matson with Colliers International represented both tenants that leased the property.

NW Logistics was 100% leased prior to the completion of the project and this building will provide a great option for tenants in the market for many years to come. The customers who lease in this building have brought jobs to this submarket that would not have otherwise done so due to the lack of Class A industrial buildings in this submarket.



Development *Awards*

INDUSTRIAL DEVELOPMENT OF THE YEAR **RUNNER UP**

REILLY WEST PERLO CONSTRUCTION

This fully insulated, 270,000 SF concrete tilt-up building in Hillsboro, OR was developed by the Trammell Crow Company for a global contract logistics company that manages outsourced supply chains and warehousing. The building features steel decking and is complete with racking, offices, break rooms, restrooms, and conference rooms, as well as both a walk-in cooler and freezer, and electric forklift chargers. In addition, the site includes twenty-seven dock doors, vehicular parking, electric vehicle charging stations and a large bio-swale and landscaping.



Most unique about this project was the preparation of the robotic package picking system by AutoStore supplied by owner Trammel Crow Company to help automate warehouse operations. The access to 24/7 order fulfillment and increased storage capacity would offer the leading supply chain and logistics company the speed, precision, and reliability to produce optimal results and solutions for their client base of multinational companies and blue-chip market leaders. To function properly, the floor was designed to have a special rating for both floor flatness and floor levelness, levels that exceeded the highest classification known as "super flat" per guidelines provided by the American Concrete Institute.

This unique project presented a myriad of obstacles that offered Perlo an opportunity to rise to the occasion and deliver successful results. Obstacles like extensive rainfall (99 days with at least 1/10th of an inch from August to June), supply chain issues and delays in the delivery of the electrical gear and emergency backup generator, and challenges in acquiring permits were met with quick and creative thinking, extensive planning and coordination with all parties, and confidence in the capabilities and experience of the team. With over 130,000 employees and 8 billion in annual revenue, the tenant has the capabilities to make an enormous impact on the local economy by providing hundreds of jobs. The project was completed in less than one year, of which Louis Fontenot, VP of Development Management at Trammel Crow Company remarked, "Once again Perlo has proven they are the best in the business with their dedication and hard work on the project. This project was not easy and Perlo achieved TCO quicker than anyone expected."



Development *Awards*

OFFICE DEVELOPMENT OF THE YEAR **WINNER**

TRELLIS MACKENZIE

The Trellis project entails the extensive repositioning of a nine-building campus supporting multiple uses and tenants in Hillsboro. The 40-acre campus includes three multi-story Class A office buildings and six flex buildings. The project aims to attract high-tech users in spaces ideal for tenants in R&D, engineering, and design that are interested in taking advantage of the proximity to Hillsboro tech companies. The buildings lacked a unified feeling due to the large size of the campus, broad expanses of underutilized outdoor space, and no access to shared training, conference, or fitness spaces. The reimagined campus focuses on health and employee wellbeing, and seamless transitions between interior and exterior amenity spaces.



The goal of the renovation was to revive the buildings and provide a more welcoming environment for tenants. Designers worked with Talon Private Capital, engaging with an earlier design concept by JPC Architects, to redesign amenities and common spaces across the campus. These included each of the office buildings' main lobby and elevator lobbies, toilet rooms and corridors, and a new property management office.

In addition to interior renovations, a campus master plan was developed to determine the best placement of amenity areas and circulation routes. This led to the concept development, documentation, and construction observation for seven individual amenity areas that included fire pits, barbecues, outdoor gathering space, and multiple food truck pod locations.

In response to industry shifts that redefine a workplace as more than just work, Talon and the design team looked to create a space for tenants to gather and play, and foster a campus-wide sense of community. The team developed a new amenity center to provide a spacious training room, conference space, fitness center, future café, and open gathering space for the park. The interior designers worked hand-in-hand with landscape architects to create a large outdoor plaza directly adjacent to the amenity center.

The team provided design services from design development – through construction administration for the office space, including finishes development, furniture selection, and interior art coordination, including custom murals, playing off the concepts of the trellis and hop varieties, which the buildings are named after.

Ultimately, the renovated campus will help attract innovative tenants, and then their ability to foster a talented workforce.

Development *Awards*

OFFICE DEVELOPMENT OF THE YEAR **RUNNER UP**

BLOCK 10

PERLO CONSTRUCTION

This tenant improvement project was a two-story build-out that will be the new home office for owner Holland Partner Group in Vancouver, WA. The 37,000 SF office space on the 4th and 5th floors is in the new construction multi-use Block 10 building in the revitalized downtown core of Vancouver.

The design included an impressive array of high-end finishes that elevate the space to be both sophisticated and modern. The felt baffle ceilings with integrated lighting help to define work zones and soften the industrial nature of the black exposed ceiling. The rich walnut wall treatments, custom leather upholstery and floor-to-ceiling windows blend seamlessly with the large 4x10 format tiles and polished concrete.

The custom intersection stair system made of steel structure, glass railings, walnut treads and handrail cap, is the perfect showpiece to bring out the true personality of the building by being the perfect blend of form and function. Acoustical wall paneling throughout worked to not only dampen echoing, but to provide visual compliments to the design as well.

One particularly unique feature is the use of Falkbuilt wall paneling on the majority of the walls in lieu of drywall. Falkbuilt panels are a sustainable, prefabricated wall covering that helps improve installation efficiencies when compared to drywall. Falkbuilt strives to create solutions for interior construction that are not only better for people, but for the planet as well, a vision that perfectly complements the Holland Partner Group's goal to create sustainable, socially connected places where people work, live, and enjoy life.

A key challenge of this project was that the tenant improvement was occurring while another general contractor was completing the shell. This factor combined with the urban location of the building meant that our Perlo Special Project's Group had to ensure clear communication and collaboration with the core project team as well as the other contractor to successfully complete this unique project. Material had to be craned into the 4th and 5th floors due to the complications arisen by the dense downtown environment and the fact that the C&S Alimak was removed from the exterior of the building early. Additionally, frequent adjustments to the design were necessary as the project evolved to accommodate supply chain issues.

The Block 10 building will not only function as the Holland Partner's Group home office, but with affordable housing and ground-floor retail space, it breathes new life into what once was an undeveloped area of Vancouver.



Development *Awards*

RETAIL DEVELOPMENT OF THE YEAR **WINNER**

REED'S CROSSING **MORTENSON CONSTRUCTION**

Providence Health - Reed's Crossing is Oregon's first integrated health and wellness facility. All partners were challenged with delivering a facility different than traditional MOB's, but one with flexibility to adapt as technology enabled care delivery evolves. Providence wanted a team that understood the importance of an integrated health and wellness model, while bucking the traditional brick-box MOB. Drawing experience from other healthcare models and industries like sports training, multifamily and hospitality, along with observing operations of existing Providence sites, Mortenson and Seavest Healthcare Properties brought best practices and lessons learned to the development—including considerations for technology, fitness and care delivery integration. In September 2019, Providence Health, Active Wellness, Mortenson, & Rethink Healthcare Real Estate, partnered to develop, design, and build an integrated health & wellness facility focused on preventing chronic illness and ensuring care to the local community.

As the Oregon system's first integrated health & wellness facility, it challenged the partners to deliver a facility different than traditional brick-box MOB's, but one with flexibility to adapt as technology enabled care delivery evolves. Providence wanted a team that understood the importance of an integrated health and wellness model, while bucking the traditional brick-box MOB. Drawing experience from other healthcare models and industries like sports training, multifamily and hospitality, along with observing operations of existing Providence sites, the team brought best practices and lessons learned to the new project—including considerations for technology, fitness and care delivery integration.

COVID-19 forced Providence and the team to pause as internal capital froze across the system. This pause allowed Providence to quickly adapt facility standards that were then incorporated into the project. This included adaptable exam rooms with the ability to supply negative air pressure, respite spaces, and areas to promote engagement with the local community. Despite the capital freeze, Providence was able to advance the project leveraging third party capital and the strength of Mortenson and Rethink's balance sheets.

The facility plays a strategic role for Providence in improving care access to the local community. Designed to enable population health strategies around chronic illness prevention, the health and wellness integration was critical to Providence's vision for healthcare delivery—shifting from treatment-based care to prevention. Unlike traditional MOB's, the project includes a 40,000 SF fitness and physical therapy space, complete with an indoor aquatics therapy & an outdoor community pool.

This is integrated with 65,000 SF of urgent care, primary care, and multiple specialties. As of the building's opening, Active Wellness, Providence's fitness partner, exceeded membership enrollment goals. The location is accessible to over 5,000 residents and adjacent senior living. At the gateway of the Reeds Crossing community in Hillsboro, OR, with retail zoning to support active storefronts and pathways to support zero- carbon transportation- the facility blends community and care spaces seamlessly.



Development *Awards*

RETAIL DEVELOPMENT OF THE YEAR **RUNNER UP**

HAPPY VALLEY CROSSROADS EAST GRAMOR DEVELOPMENT

Happy Valley Crossroads East features 6 specialty shop buildings with spaces ranging from 1,204 SF to 14,000 SF. The center has excellent visibility and access from 172nd Avenue and Sunnyside Road. The Shopping Center's architecture and design, led by LRS Architects, embraces a modernist farmhouse theme featuring open plaza areas and water features for visitors to enjoy. These outdoor spaces are framed by the surrounding buildings, creating a unique indoor/outdoor flow for visitors of the center. Located in Oregon's fastest growing city, Happy Valley – with 15% growth in the last 5 years, Happy Valley Crossroads East, with its 62,000 SF of specialty shop space has excellent visibility and access. Located adjacent to Happy Valley Crossroads, featuring Fred Meyer.

The construction and leasing process was made more challenging due to it occurring during the COVID lockdown and subsequent restrictions. Specific materials and manpower to complete the project became an issue. Being proactive on equipment orders, even before leasing activity became a priority. Extending construction timeframes for tenants and being more engaged with the tenants through the permit process was another step we took to make sure the project remained on schedule. Getting tenants to see past the immediate concerns of COVID and seeing the long-term potential of the submarket and development was another challenge that needed to be overcome. Incorporating lease language that protected tenants from future lockdowns, and extending design, permitting and construction time frames for tenants helped a great deal.

The design and construction of this project employed over 150 people over the course of 2 years. Road improvements were built along the frontages, and a large portion of land was dedicated to the City for the future alignment of Sunnyside Road that will eventually extend to the east connecting to Foster Road. Happy Valley Crossroads East was designed to provide a wide range of employment opportunities beyond that of traditional retail centers. The center's leasing focus has always been to include service, health, and wellness providers. These businesses require skilled, higher paid employees. In addition, the incorporation of The Springs Living into the development has further resulted in a large amount of living wage employment opportunities all on the same project site.



Development *Awards*

MULTIFAMILY DEVELOPMENT OF THE YEAR **WINNER**

THE SUTTON LINCOLN PROPERTY COMPANY WEST (LPC WEST)

The Sutton is a 17-story, 236-unit mixed-use development in Downtown Portland, with an elevated lifestyle and distinctive living, in a highly sought-after destination. This sophisticated development brings quality to its future residents, steps from their homes, and features expansive views of the city, the Willamette River, and the Fremont Bridge, with immediate proximity to the vibrant neighborhood of the Pearl District. Residents and guests enjoy access to multiple outdoor opportunities, a large outdoor terrace that connects to the greenway, and an array of amenities, including a fully landscaped rooftop deck with a fireplace, BBQs, and ample seating for entertaining. Premium amenities include tasteful lounge areas equipped with a cozy fireplace and coffee bar, a health club-quality fitness center, a pet washing station, bike storage with a repair room, a game room, a whiskey lounge, best-in-class security, and 24/7 valet with electric vehicle charging stations. The high-rise provides a welcoming, five-star environment with overnight hotel-quality guest suites and a restaurant that will bring the community and neighborhood together.



During a rapidly shifting economic landscape, there were many concerns early on by the city council, neighborhood associations, and condominium owners about the plans for The Sutton project. The concerns included the planned height of development, its proximity to the river, and the narrow stretch of the greenway.

Hurdle #1: The Sutton design project plans were rejected three times by the Design Commission to be approved by the fourth time. To address the concerns that the City had, The Sutton team went through in-depth revisions and public hearings, which included building height, shadow standard, waterfront development standards, maximum building dimensions, pedestrian standards, and updated parking area standards.

Hurdle #2: Shortly after the City approved the design revisions for the project, the neighborhood association was concerned by the width of the greenway between the building and the Willamette River. The pathway needed to be wider for the public to enjoy, bikers, walkers, or travelers; the city wanted the path closer to 50 feet. We then had to lobby the city back to revoke the appeal by increasing the width of the Greenway Trail and adjusting a section of the massing to help preserve views.

Hurdle #3: To mitigate future friction with the PNDA, LPC West agreed to donate \$35,000 to the neighborhood association, which the association said would help defray their legal costs from the appeal. The existing greenway trail, which provides public access along the river, will be maintained and improved with new landscaping and site work.

Development *Awards*

MULTIFAMILY DEVELOPMENT OF THE YEAR **RUNNER UP**

KIRKLAND TOWER MIXED USE **OTAK**

The Kirkland Tower Mixed-Use Development is home to an astounding 12-story luxury condo tower with 40-units, the 138-room, boutique-style Indigo Hotel, 10,000 sf retail and 7,700 sf of restaurant space in downtown Vancouver on the Columbia River waterfront.

This project has created many jobs in the hospitality and restaurant sector, as well as providing residents and visitors with luxury amenities in an inviting setting to enjoy the riverfront and parks. New retail spaces include two restaurants, El Gaucho Steakhouse and 13 Coins, in addition to 13

Coins Coffee shop, Evoke Winery, and a beauty spa. The Kirkland Tower has set a new standard for hospitality and residential design in the burgeoning region. The Kirkland Tower's proximity to downtown Vancouver provides access to shops, parks, and public transport options. And while the development was built to LEED gold standards, certification has not been sought at this time.

The site's location on the river front presented a few challenges for the project team throughout the design and construction process. The water table required a sheet pile foundation system, digging two extra deep levels for parking to provide double stackers. Additionally, the project was developed as a single building with a property line running through it to provide two ownership entities. This produced a unique challenge in that major components such as the fire alarm control panel, fire pump, and emergency generator are shared between the two properties with a cross access easement maintenance agreement. The horizontal land developer for the community also created a set of design standards for this project to navigate and get ultimate approval through the city of Vancouver. In the middle of project construction the development team successfully navigated the impacts of the pandemic, including supply chain issues and the state of Washington shutting down construction for an extended period of time.



Broker & Team *Awards*

INDUSTRIAL BROKER **WINNER**

JERRY MATSON
COLLIERS



Jerry is a two-time Industrial broker of the year and Bill Naito Award (most complex transaction) recipient prior, for his ongoing involvement in many of the largest speculative ground up developments, Built to suits and E-Commerce roll outs in the region.

Jerry has represented 3 different developers in 5 separate Amazon lease transactions. He is the past president of SIOR and has been at Colliers for sixteen years, starting immediately after graduating from the University of Oregon, where he played football for the Ducks. Solving supply chain problems over the past two years has given more meaning to this profession and one that gives Jerry and his team great pride.

When not driving up and down I-5 trying to find the next land site, he can be found watching college athletics and doting on his first child, Landry Matson, who arrived in June of 2021, with his wife Liz.

INDUSTRIAL TEAM **WINNER**

JERRY MATSON, BRIAN YOAKUM & TOM KNECHT
COLLIERS



The industrial team of Jerry Matson, Brian Yoakum and Tom Knecht pride themselves on being the most productive team in the Portland metro area, historically averaging over 50 transactions a year. With the addition of Knecht in 2022, the team recorded 83 transactions with 40 different landlords. Since 2015, they've helped to shape the "Big Box Market," completing five Amazon built-to-suits with three different developers in addition to many other large-scale developments and repositioned projects.

The team is currently listing what will be the largest speculative warehouse to be built in the Portland metro area at Burnt Creek. With complimentary backgrounds and skillsets, Matson, Yoakum and Knecht service a diverse group of savvy and well-respected developers (PLD, Panattoni, Capstone, Trammel Crow), institutional owners and active corporate occupiers that include Intel, UPS, Fedex, Ontrac, XPO Logistics, PNW Metals, KeHE, Old Trapper Beef Jerky and Article.com.



Broker & Team *Awards*

INDUSTRIAL BROKER **RUNNER UP**

STEVEN KLEIN
KIDDER MATHEWS



Steven has over 41 years of experience in commercial real estate sales and leasing, development, and property management of industrial properties. During the past 10 years, Steven and his team have successfully negotiated 584 total sale and lease transactions for totaling over 36M square feet with a total transaction value of over \$965.6M in total consideration.

Prior to joining Kidder Mathews, Steven was a Principal at Trammell Crow Company for nearly 15 years and later served as Executive Director of Insignia/ESG executing the role of development and management as well as brokerage. Steven's broad-based experience adds value to clients not only with transactions, but in other asset management and construction expertise. Steven has served as the president of the Oregon Chapter of NAIOP, a board member of Kidder Mathews, an advisory board member of the Portland State University Center for Real Estate, and a board member of Waverley Country Club.

INDUSTRIAL TEAM **RUNNER UP**

**STEVEN KLEIN, PETER STALICK,
BRENDAN MURPHY & GENEVIEVE KLEIN**
KIDDER MATHEWS

Steven Klein, Peter Stalick, Brendan Murphy, and Genevieve Klein specialize in representation of owners and occupiers of industrial properties and have 70 years of combined experience. Steven Klein is the veteran with over 41 years of experience including 15 years with Trammell Crow Company where he was a local partner.

Steven started the Portland Kidder Mathews office 20 years ago and is managing director, a shareholder, and long-time board member. Peter is Executive Vice President and a shareholder with 22 years of experience including 19 years partnered with Steven joining Kidder shortly after opening the Portland branch. Brendan Murphy joined the team in 2016 and is instrumental in the team's success during his tenure. Genevieve joined Fall of 2021 after graduating from Gonzaga University.



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Broker & Team *Awards*



OFFICE BROKER **WINNER**

TREVOR KAFOURY
COLLIERS



A trusted leader in Portland's commercial real estate market, Trevor Kafoury has 25 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, integrity and expediency.

Trevor specializes in strategic real estate solutions for office owners, investors and tenants. During his 25 years in the industry, Trevor has successfully completed a wide array of complex assignments, including some of the most significant transactions in the Portland Metro area, totaling over 30 million square feet and over \$3 billion in consideration.

Trevor represents a wide variety of local, national, 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**

STANFORD SCRIVEN
NW TENANT GROUP



Stanford Scriven, SIOR is Founder & Principal of Northwest Tenant Group, Portland's only independent occupier representation firm.

Stanford represents the interest of companies in across the pacific northwest and beyond, proudly managing nearly \$0.5 billion in real estate budgets for companies ranging from startups to the Fortune 150.

After several years at a global CRE services firm, Stanford founded Northwest Tenant Group to provide companies with the same advisory resources of a full-service platform, with the conflict-free representation only a tenant-focused firm can provide. In his free time Stanford enjoys spending time with his wife and three children.



Broker & Team *Awards*

RETAIL BROKER **WINNER**

ASHLEY HEICHELBECH

COMMERCIAL REALTY ADVISORS NW



Ashley Heichelbech joined Commercial Realty Advisors NW in 2011. Ashley began her real estate career with The Rouse Company in 1998, working with the marketing and general management teams with the unveiling of the mixed-use Pioneer Place II Shopping Center. Ashley spent time at the Portland Business Alliance, Central Bethany Development and Urban Works Real Estate prior to joining CRA.

Ashley specializes in retail sales, consulting and tenant/landlord leasing representation, with a specific focus on high-street retail tenants and Portland's neighborhoods. Partnering with Kathleen Healy, their intimate knowledge of Portland's central core and neighborhoods provides the framework to identify opportunities that work best for their clients.

Ashley has had the pleasure of working with the following Landlord and Tenant clients including but not limited to Singer Properties, CE John Company, Argyle Capital, Downtown Development Group, Killian Pacific, BentallGreenOak, Unico Properties, UDP, Argyle Capital, Whole Foods, Sephora, Ariat, Visionworks, Salt & Straw, Good Coffee, Kure Juice, and many others. Ashley is an active member of several industry organizations, including International Council of Shopping Centers (ICSC), Retail Brokers Network (RBN), and Commercial Association of Brokers.

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Broker & Team *Awards*

INVESTMENT TEAM **WINNER**

BUZZ ELLIS & ADAM TAYLOR

JLL



Buzz Ellis, Managing Director within JLL's Capital Markets team, leads the Pacific Northwest's industrial and office investment advisory and equity raise practice. Since 2004, Buzz and his team have completed over 75 transactions valued at over \$3.5 billion and totaling more than 22 million square feet.

Adam Taylor is a Director within the Capital Markets group at JLL. He serves as a Pacific Northwest investment advisory and equity raise expert, focusing on office, industrial, and data center properties. In seven years at JLL, Adam has completed over \$2 billion in transactions for a variety of private capital and institutional owners.



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Broker & Team *Awards*

INVESTMENT TEAM **RUNNER UP**

PAIGE MORGAN & CHARLES SAFLEY

CBRE



Paige Morgan & Charles Safley offer over 30 years of combined real estate experience and deep insights from transacting billions in total consideration. Every client engagement is met with energy and enthusiasm while delivering the highest level of service and integrity. Buildings don't work without people and they prioritize long term relationships over a single transaction.

Based in Portland, Oregon, their team leverages unparalleled access to capital and best in class deal execution from all over the Western US as members of CBRE's Capital Markets Office West team. They are a collaborative group of professionals leading ten major markets in the disposition of institutional grade assets. Their ability to be nimble, deliver innovative solutions, and drive exceptional client outcomes sets us apart from the competition.



Broker & Team *Awards*

RETAIL TEAM **WINNER**

THE DIAMOND TEAM

CAPACITY COMMERCIAL GROUP



The Diamond Team at Capacity Commercial Group, led by George (40+ years in real estate), along with his children Nicholas (17 years in real estate) and Michelle (14 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 established. 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.

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Broker & Team *Awards*

MULTIFAMILY TEAM **WINNER**

PHIL OESTER, JOE NYDAHL & JOSH MCDONALD

CBRE



Phil Oester, Joe Nydahl, and Josh McDonald have created one of the most successful multifamily teams in the Portland area with their combined 70+ years of real estate experience and knowledge. Phil has been involved in brokerage for over 36 years, while Joe and Josh each possess over 17 years of diverse real estate experience.

The team's singular capacity to draw on prior real estate experience distinguishes its advising services with clients through in-depth familiarity with development, construction, and property management services. Since joining CBRE in 2017, Phil, Joe, and Josh have participated in more than 120 multifamily deals totaling more than \$3 billion. They combine their distinct strengths to offer clients market-leading insights and services.

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Broker & Team *Awards*

ROOKIE OF THE YEAR **WINNER**

CHRIS DOWHANIUK

Kidder Mathews

Chris Dowhaniuk joined the Zach Francis and Karla Hansen team at Kidder Mathews at the beginning of 2020, specializing in Industrial and Flex property brokerage.

Before Kidder Mathews, Chris was a research analyst at JLL analyzing the industrial and office market, allowing Chris to gain a competitive advantage prior to jumping into brokerage. Chris also completed two internships in Commercial Real Estate while at Oregon State, one at HFF and another at Harsch Investment Properties.

Chris is a big Beaver fan. He is active on the La Salle Prep Alumni Board and also coaches a youth boys basketball team. In his spare time, he loves to golf and play in a softball league with his buddies.



ROOKIE OF THE YEAR **RUNNER UP**

DANIEL SAYLES

Capacity Commercial

Daniel Sayles is a Senior Associate Broker at Capacity. He has specialized in the representation of both institutional and local industrial landlords and tenants and owner/user purchasers of industrial properties, with a focus on Portland's Columbia Corridor and Southwest Washington.

Daniel prides himself on creating innovative solutions and helping his clients make the most informed business decisions. Two notable speculative developments Daniel represented were Ridgefield Industrial Center (Specht/DWS) which included the largest lease in the Portland Metropolitan Market in 2022 and Logisticenter at I-84 (Dermody).

Recently, Daniel has become a Developing Leader of NAIOP, the Commercial Real Estate Development Association. Daniel graduated with honors from the University of Miami, where he also played for the Hurricanes baseball team.



PROPERTY MANAGEMENT **WINNER**

Loyda Timmins

Norris & Stevens



In 2002, Loyda returned to Norris & Stevens. Here she has been able to work closely with her clients, establishing direct relationships with the property owners, some for more than fifteen years. Over the twenty-one years there, her portfolio has included class A and B office, historic office, medical office, industrial buildings, and retail centers that range from Spanaway, Washington to Springfield, Oregon.

Her current projects include elevator modernization, roof replacements, HVAC replacements, and the implementation of the Washington Clean Buildings Act, being one of the first private buildings to complete the benchmarking required by this 2019 legislation.

Loyda first joined a BOMA committee in 2003, when she was invited to join the planning committee when they changed the annual BOMA dinner to Celebrate BOMA! She spent several years as a member of this committee, enjoying her time in service.

Loyda also takes an active roll in the Institute of Real Estate Management. She attended the 2021 IREM Regional Conference in Vancouver, and has been on the planning committee for the IREM Forecast Breakfast since 2017.

Broker & Team *Awards*

BILL NATIO WINNER

MIKE HOLZGANG, SCOTT MACLEAN, SEAN WORL, CHRIS JOHNSON

COLLIERS



The seasoned Colliers team led by Mike Holzgang, Scott MacLean, Sean Worl and Chris Johnson successfully represented both sides of the sale of the former Concordia University campus in Northeast Portland to the University of Oregon for \$60.5 million in June 2022. The 19-acre, 23-building campus will soon serve as a first-of-its kind children's mental health center dedicated to addressing children's behavioral and mental health crises, known as the Ballmer Institute for Children's Behavioral Health, and become the new home to UO Portland's long-standing academic and research programs.



Colliers was retained by Foundry Commercial, who represents the real estate interests of the Lutheran Church, in July 2021 to find a buyer for the Concordia property. This was no easy task. The campus had sat vacant for over a year at this point, after the private Lutheran university that had occupied it since 1905 was forced to close its doors in the spring of 2020. The closure resulted in multiple lawsuits, leaving a cloud of uncertainty over the property and its previous ownership. Nevertheless, the Colliers team set forth to find a buyer for the property.

Colliers also put forth its property management team to maintain the campus during the marketing and sale process. Operating on a shoestring budget, the team navigated city-wide challenges including the pandemic, civil unrest and an ongoing homelessness crisis to keep the campus and its grounds in top shape. The campus always showed well, a testament to the Colliers professionals tasked with maintaining it.

In the end, the Concordia campus sold for \$60.5 million. The Lutheran church was very happy with the outcome. The Colliers team was proud to be a part of the transaction, which took a difficult situation and produced an outcome that will hopefully continue to enhance and benefit the greater community for years to come.



Broker & Team *Awards*

BILL NATIO RUNNER UP

GRAHAM TAYLOR, BRIAN GUNN

CBRE



The nonprofit Portland Japanese Garden (PJG) organization needed additional space for administrative space, educational programs, a conference center, as well as a location for the new Japan Institute. PJG had been looking for properties for some time, but nothing appropriately addressed all their needs.

The White Shield Campus was purchased in April 2022 for \$4,350,000. During the disposition of the Oregon College of Craft, in which Graham represented that Seller, he became aware of PJG's desire for a special property that could address their expansion needs. When White Shield came across his email, he knew immediately this was the solution to their growth plans with the added benefit of being surrounded by the tranquility of Forest Park and connected to the current PJG campus via

the Wildwood Trail. Bringing it to PJG's attention, Graham served as their representative to purchase the property. The White Shield Campus had previously housed unwed and deserted mothers and their children, as well as offered them services ranging from healthcare to a variety of social services. Its campus like setting included an administration building, chapel/school, residence hall, and various outbuildings.

On behalf of PJG, CBRE negotiated a successful transaction that provided them the time needed to obtain their conditional use permit, as well as to fundraise \$25,000,000 for renovation of the new campus that will soon be underway. Throughout the transaction, CBRE provided countless tours to donors in order to assist PJG fundraise. The new Japan Institute campus will utilize the existing buildings, which will undergo extensive renovations, and is slated to be open by 2024.

Our team for this transaction was led locally by Graham Taylor, Senior Vice President and Brian Gunn, Associate. Graham heads up our institutional and investment sales practice in the Portland region, and has prior experience in acquisition, disposition and development of properties for various clients, both private and public, including Rosan Inc, Bill Naito Company, Specht Development, Multnomah County, Outside In and many others. CBRE discovered the opportunity to help the Portland Japanese Garden acquire additional space for their administrative staff, educational programs, as well as a location for the new Japan Institute. On behalf of PJG, CBRE negotiated a successful transaction that provided them the time needed to obtain their conditional use permit, as well as to fundraise \$25,000,000 for renovation of





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