

FEBRUARY

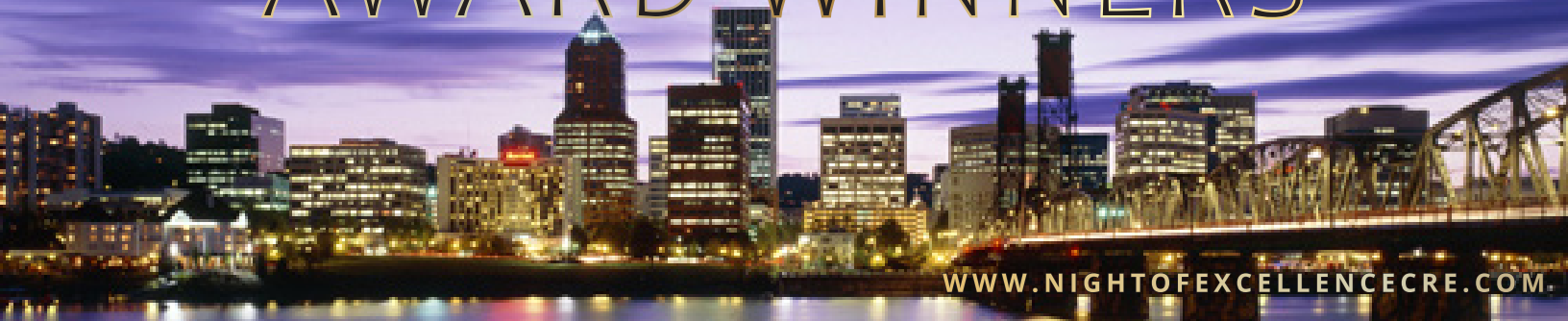
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A NIGHT OF EXCELLENCE IN COMMERCIAL REAL ESTATE

AWARD WINNERS



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FROM YOUR *Leaders*



CAB

It is with immense pleasure that I extend a warm welcome to each and every one of you to the highly anticipated "2024 Night Of Excellence." As the President of CAB it is an honor to gather here tonight to celebrate the remarkable achievements and contributions of our esteemed members in the commercial real estate industry.

The "2024 Night of Excellence" is a tribute to the dedication, innovation, and excellence that define our industry. We will be recognizing and applauding the top-performing professionals who have not only achieved remarkable success but have also significantly contributed to the growth and development of the commercial real estate sector in Oregon and SW Washington.

As CAB President, I want to express my sincere gratitude to each one of you for your unwavering commitment to excellence. Your hard work and passion have not only shaped the trajectory of your careers but have also elevated the standards of our entire industry. The "2024 Night of Excellence" is not just about awards; it's about acknowledging the collective strength and spirit that make our community thrive.

Once again, thank you for gracing this occasion with your presence. Your participation adds significance to the "2024 Night Of Excellence", and we look forward to an evening filled with inspiration, camaraderie, and celebration.

*CAB President ~ Brendan Murphy
~ Kidder Mathews*



NAIOP

The Real Estate Development and Construction industry is comprised of an amazing group of talented & motivated individuals. It is incredibly rewarding to work with people who have pride in their craft. All our hard work makes our community a better place when we deliver in the built environment. NAIOP Oregon is grateful for our role in bringing these people together and the experiences that it creates.

This year I have the honor of serving as the 2024 NAIOP Oregon President. Along with the energy of our exceptional membership, Developing Leaders, Active Committees, Chapter Board and Executive Committee we collectively chart the course for the wonderful year that is unfolding. The synergy is infectious and it is very fulfilling to be a part of this highly functioning team!!

NAIOP Oregon serves as an important forum for commercial real estate in Oregon. At over 300 members, the chapter provides many opportunities to enhance your professional life through networking events, government affairs, education programs, and committee involvement. NAIOP Oregon invites you to get engaged at whatever level fits your desire. Please take the time to consider attending an event, becoming a member, sitting on a committee, or becoming an annual sponsor in 2024. We really value your support!

Thank you and enjoy your evening at the 'Night of Excellence in CRE'

*NAIOP Oregon President ~ Paul Delsman
~ Howard S. Wright*



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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 years New SIOR 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 ~ Scott Finney, SIOR
Norris & Stevens*

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Development Awards

INDUSTRIAL DEVELOPMENT OF THE YEAR WINNER

RINCHEM CORNELIUS

PERLO

The Rinchem Cornelius project is a 72,000 SF state-of-the-art warehouse that automates and streamlines supply chain processes, from warehousing and transportation to shipping and handling dangerous goods. It is designed to meet the current and future demands of the industry, with features such as a unique fire suppression system, chemical-resistant epoxy flooring, and super flat slabs for wire-guided forklift aisles. The warehouse is optimized for efficiency and safety consistent with Rinchem's global standards and is in a strategic location with the most capacity in the area. The project is a testament to the commitment to the goals of the industrial strategy put in place by the Biden-Harris Administration, aimed at revitalizing domestic manufacturing, boosting job creation, enhancing American supply chains, and speeding up the growth of industries of the future.



The warehouse is a type H2, H3, and H4- occupancy and includes a detached isolation tank and trailer parking pad, storm detention pond, and site parking. This project included several technical aspects, including a unique fire suppression system for flammable liquid storage, chemical-resistant epoxy flooring, super flat slabs for wire-guided forklift aisles, and a fully fireproofed roof structure. Additionally, the building is fully temperature controlled, includes a backup generator for 24/7 operations, and required site prep for future expansion to meet the ongoing demands of the semiconductor industry.

Apart from the special floor rating, Rinchem's warehouse has several other special features including:

- A design-build fire suppression system that required alternative means and methods, including flammable liquid storage, and chemical-resistant epoxy flooring
- A fully fireproofed roof structure
- A backup generator for 24/7 operations
- A site that is prepared to expand and handle double the amount ISO tanks
- ISO tanker yard with individual valves to control storm water and minimize the risk of spills

When it comes to hazardous goods, Perlo worked closely with Rinchem to be extra diligent and thoughtful with design and build. Every warehouse is optimized for efficiency and safety consistent with their global standards.



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Development Awards

OFFICE DEVELOPMENT OF THE YEAR WINNER

THE VIC

SCOTT EDWARDS ARCHITECTURE

The Vancouver Innovation Center (The VIC) is a large tech and manufacturing campus originally built in the 1990s. The vision for The VIC project was to breathe life back into the buildings and make the campus a true community hub and destination. While Rabina's company roots are on the east coast, the firm has always been interested in developing unique industrial properties across the country in many market environments. When we selected Clark County and the former HP printer campus as the site, we were attracted by several factors inherent to the Pacific Northwest, including the limited availability of industrially zoned land, a relatively large and growing population, and a well-educated workforce.



All these factors combined to suggest that this would be an excellent place to invest our resources. The VIC offers a fresh and inviting light industrial office campus flexible enough in its core design approach to accommodate a wide range of potential tenant configurations. It also features an unmatched suite of amenities for tenants to gather, collaborate, rejuvenate, and become part of a larger collective.

The primary differentiator at The VIC is the fresh, welcoming, and fully amenitized environment designed for tenants and visitors alike. The moment you turn into the campus, you are met with a mature landscaped site with trees, plantings, and framed views to soften the parking areas and create a sense of calm, a refuge from the larger world.

Every project has its hurdles and challenges, and The VIC was no exception. We had several notable surprises that were ultimately folded into the development process, two of which we thought would be interesting to share. The first was perhaps predictable only in hindsight. The VIC began schematic design just as the pandemic hit the region. Who could have predicted that office use patterns would shift so dramatically, basically overnight. Our initial core design and indeed the original campus buildings were setup for fewer, larger tenants.

As the pandemic settled into our collective reality, we realized we would need to provide a much more flexible approach to tenancing, the distribution of campus amenities, and basic circulation and egress design to meet the rapidly evolving space needs of our industrial tenant base. Ultimately the team was able to quickly pivot to meet the changing market demand and provide flexible spaces and terms to help bring the facility from about a 40% occupancy to 80% occupied today. By any metric that hurdle was successfully navigated.



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A NIGHT OF EXCELLENCE IN COMMERCIAL REAL ESTATE

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Development Awards

SUSTAINABILITY DEVELOPMENT OF THE YEAR **WINNER**

TOMORROW THEATER **PERLO CONSTRUCTION**

Tomorrow Theater is a nearly 100-year-old space in Portland, Oregon, with a rich history ranging from vaudeville shows to adult entertainment. In 2019, the Portland Art Museum (PAM) acquired the theater and underwent a transformation to create a unique and wholesome space. The teams worked closely with each other throughout the process to bring a unique design to the space. The design embraces nostalgia in this nearly 9,000 SF remodel, featuring hand-crafted fixtures, whimsical colors, and nods to the theater's exotic past. The immersive 300 seat environment includes a vintage theater seat acoustic wall, iridescent entrance tiles, and functional art fixtures by local artists. The restoration and transformation of Tomorrow Theater into an immersive art space involved a meticulous blend of on-the-fly flexibility and carefully chosen artisanal fixtures. The design prioritized not just visual aesthetics but also sought to establish Tomorrow Theater as a community builder, where various artistic mediums could seamlessly meld together. Perlo Construction navigated the complexities of working in a centuries-old building, including shared walls with other businesses. The process involved cleaning up decades of detritus, updating infrastructure, and installing bespoke theater seats, hanging art, and artisanal lighting. The restoration of Tomorrow Theater stands as a testament to the successful integration of traditional craftsmanship, local artistry, and innovative construction techniques. The project not only revitalized a historic space but also established a vibrant, flexible environment that pays homage to the past while embracing the unique spirit of Portland.

Built in 1925 by Isaac Geller, founder of The Aladdin, Tomorrow Theater, initially named The Oregon Theater, boasts a rich history ranging from vaudeville shows to adult entertainment. Acquired by the Portland Art Museum (PAM), the theater underwent a transformation led by PAM CUT Director Amy Dotson, Osmose Design, and Perlo Construction to create a unique and wholesome space. Each team worked closely with each other throughout the process to bring unique design to a nearly 100 year old space. This required constant communication, adaptable thinking on all parts, and logistical team work. The collaboration with Osmose Design aimed to transcend traditional theater experiences, fostering a space where various mediums converge. Osmose's design, led by Andee Hess and Makrai Crecelius, embraces nostalgia in this nearly 9,000 SF remodel, featuring hand-crafted fixtures, whimsical colors, and nods to the theater's exotic past. The immersive 300 seat environment includes a vintage theater seat acoustic wall, iridescent entrance tiles, and functional art fixtures by local artists. The theater's interior reflects its artistic immersion, with custom-upholstered seats in red and maroon, unique cloth swaths for acoustic balance made by local artists, and a metallic chrome upholstered "mattress" at the entrance paying homage to the theater's adventurous past. The concession stand, painted by sign painter Justin Reide, incorporates the nostalgic feel of puppet theater and vaudeville sets.



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Development Awards

MIXED USE DEVELOPMENT OF THE YEAR WINNER

BLOCK 216

BPM REAL ESTATE GROUP

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.



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A NIGHT OF EXCELLENCE IN COMMERCIAL REAL ESTATE



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.

RETAIL BROKER **WINNER**

ALEX MACLEAN IV
COMMERCIAL REALTY ADVISORS NW, LLC



Alex MacLean IV joined Commercial Realty Advisors NW in 2014 where he is a licensed broker in Oregon and Washington. Alex IV specializes in research, tenant representation, retail leasing, sales, and site acquisition.

He is an active member of several industry organizations, including International Council of Shopping Centers (ICSC), Retail Brokers Network (RBN) and Commercial Association of Brokers.

Some of the clients Alex represents include In-N-Out, 7-Eleven, Banfield Pet Hospital, Fred Meyer, Duluth, New Seasons, Kimco and Seven Hills Properties.

Alex received a business degree from Oregon State in 2014. He is married to his wife Ellie and enjoys spending time with his two daughters Roberta and Rory.

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Broker & Team Awards

INDUSTRIAL BROKER WINNER

STEVEN KLEIN
KIDDER MATHEWS



Steven has 43 years of experience in commercial real estate sales and leasing, and development of industrial and flex properties. Over the past 10 years, Steven's team completed 617 sale and lease transactions for their clients totaling 37.5M square feet with a total transaction value of over \$1.1 billion 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, management, and 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 Waverly Country Club.

INDUSTRIAL TEAM WINNER

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



Steven Klein, Peter Stalick & Brendan Murphy specialize in representation of owners and occupiers of industrial and flex space properties and have over 73 years of combined experience. Steven Klein is the veteran with 43 years of experience including 15 years with Trammell Crow Company where he was a local partner.



Steven started the Portland Kidder Mathews office 21 years ago and is managing director, a shareholder, and was a long-time board member.

Peter is Executive Vice President and a shareholder with 23 years of experience including 20 years partnered with Steven joining Kidder shortly after the Portland branch was opened. Brendan Murphy joined the team in 2016 and is instrumental in the team's success. Their team has been honored by CAB & NAIOP as Portland's "Industrial Team of the Year" 3 out of the 4 years since the conception of the team award.

HYPHN





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Broker & Team *Awards*

ROOKIE OF THE YEAR **WINNER**

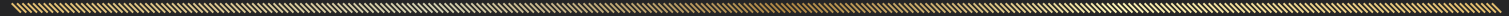
AMY JEUCK

Kidder Mathews



Amy is a vice president in the Portland office of Kidder Mathews. She specializes in office tenant and owner/user representation. She represents clients in the leasing, acquisition, and disposition of real estate. Amy is dedicated to helping companies of all sizes fulfill their space needs.

Before joining Kidder Mathews, Amy spent three years at Newmark focused on tenant and agency leasing. Prior to brokerage, Amy spent 15 successful years in the beverage industry throughout Oregon and Hawaii.



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Broker & Team *Awards*


INVESTMENT BROKER OF THE YEAR **WINNER**

PAIGE MORGAN

CBRE



Paige Morgan is an Executive Vice President with CBRE and a partner on the National Partners industrial team. With over 20 years of experience managing complex transactions, she has successfully executed over \$8 billion in deals throughout the Pacific Northwest. Paige has consistently been recognized as a top-performing broker, receiving multiple industry achievement awards from NAIOP, SIOR, CAB, and CoStar. Prior to joining CBRE, Paige led Jones Lang LaSalle's institutional team in Portland and also worked at Pacific Real Estate Partners, Inc. and Schnitzer West. Paige earned her MBA in Finance from the University of Washington and completed her undergraduate education at Brown University.



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Broker & Team *Awards*

PROPERTY MANAGEMENT **WINNER**

LACEY WRIGHT

DEERING MANAGEMENT GROUP



Lacey Wright joined Deering Management Group in 2019. She began her property management career in 2011 and has experience in a wide variety of assets, including multifamily sites, hotels, restaurants, multi-tenant retail centers, single tenant office buildings and multi-tenant office buildings. Her experience includes operations management, development, leasing and construction supervision.

Lacey oversees a diverse portfolio of office, retail, industrial, and medical facilities. Lacey is on the Board for CREW Portland as Marketing Director, leading the organization's branding efforts. CREW Portland is part of the CREW Network, a global organization, advancing the success of women in commercial real estate. Lacey is an ambassador for women within the commercial real estate industry and is always advocating for women to get

involved. Lacey obtained her Bachelor of Science degree from Northern Michigan University.



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A NIGHT OF EXCELLENCE IN COMMERCIAL REAL ESTATE



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.

Special thank you to our videographer:



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Broker & Team Awards

BILL NATIO WINNER

JOSHUA BEAN & BRIAN HANSON
ETHOS COMMERCIAL ADVISORS



Ethos helped save City View Charter School ("CVCS") from closing forever by successfully completing the most complex transaction of 2023." The transaction was initiated in November 2022 and

came to fruition in December of 2023, a 13-month journey full of twists, turns, anguish, and elation. No fewer than 50 people from 10 different organizations worked to make this deal happen.

A summary of Ethos' efforts is as follows:

1. Leveraged its industry connections to source an off-market property that met the stringent location, zoning, size, layout, traffic circulation, and land area requirements imposed by the City of Hillsboro and the State of Oregon;
2. Negotiated a deal with (a) minimal earnest money to accommodate the financial limitations of CVCS, (b) a 90-day due diligence period to allow for the conditional use application required to complete the office-to-educational-facility conversion, and (c) and a 160-day financing contingency to facilitate the bond placement processes required to finance the acquisition and construction of the project;
3. Completed #1 and #2 with sufficient time remaining for acquisition and construction of the project before CVCS's lease at its then-current location expired and the school was forced to close;
4. Assisted with underwriting and worked with CVCS' consultant to complete the bond financing package;
5. Consulted on the relocation of an existing tenant to allow for CVCS space requirements;
6. Vetted and referred a project manager to manage the preconstruction and construction phases of the project for CVCS;
7. Supplied timeline revisions, updated narratives, and managed milestones to keep the seller and the seller's institutional capital partner satisfied with the progress and willing to work with CVCS when flexibility and/or concessions were required;
8. Negotiated two price reductions to save the transaction when the redevelopment costs exceeded CVCS' available budget;
9. Negotiated one contingency extension and four closing extensions to accommodate the protracted conditional use application and bond financing processes. The final extension became necessary after the original bond issuer pulled out at eleventh hour. CVCS found a replacement issuer but could not obtain a full commitment to close. Ethos leveraged CVCS' investment in the project to convince the seller to agree to the final extension.
10. Negotiated early access for CVCS to begin construction on the building prior to closing so that the school could complete the seismic upgrades and other construction to open its middle school prior to an end-of-year deadline after which a new state measure, which was passed 100 days into the transaction, would create a restriction that would disallow the school from opening in its new location.
11. Negotiated no-interest seller financing to enable CVCS to bridge a last-minute budget gap.



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A NIGHT OF EXCELLENCE IN COMMERCIAL REAL ESTATE



Broker & Team Awards

DIFFERENCE MAKER AWARD WINNER

EVAN BERNSTEIN

PACIFIC NW PROPERTIES



Evan leads with the unique combination of courage, a strong work ethic, outside-the-box thinking, and compassion. Early in his career he learned tenacity from mentor and partner John Fettig, SIOR, who taught him that when the front door is locked, find a way through the back door. But he also learned that true success can't exist without kindness and compassion.

Building on his successful reputation as a commercial real estate broker, Evan transitioned to the principal side of the business and success followed. Thriving during Evan's leadership, Pacific NW Properties has doubled its tenant count from 250 to 500 since 2015 and has tripled the number of properties it owns or manages.

Evan is a courageous leader who is not averse to taking big risks, which has served him well with PNPW's speculative development and portfolio growth through strategic acquisitions. When he was profiled by the Portland Business Journal for winning their Executive of the Year award in 2023, Evan was quoted as saying "I thrive when people say it can't be done."

As president of NAIOP Oregon in 2022, Evan's "juice, passion, and heart" led that chapter to new heights and national recognition as it was named with the two most prestigious awards in North America: "National Chapter of the Year" and "National President of the Year." NAIOP is the largest and most influential commercial real estate development organization in the country. Importantly, during that year, membership rose to an all-time high as NAIOP increased their membership by 40%. The organization also reached its strongest financial position in its history in 2022. Kelly Ross, who was NAIOP's Executive Director said, "we've had a lot of great leaders over my 17 years as Executive Director of NAIOP, but hands down, Evan is the best president we've ever had!"

Evan's kindness, enthusiasm, and optimistic spirit are immediately apparent and infectious. Evan brings his all to any endeavor he undertakes. He seems to have boundless energy and only one speed: Eleven. In 2017, Evan was honored with the Portland Business Journal's coveted "Forty Under 40" top business executives award which recognizes career, influence, leadership, and community involvement. And in 2019, Evan was one of three Portland executives nationally named as a 2019 Influencer in Commercial Real Estate by the Business Journals.

Describing the differences between the two phases of his career, Evan astutely noted "brokerage is fast and fun like a 100-yard dash. As a developer and landlord/owner, there are many more details and layers. It's like a marathon." Fittingly, Evan completed his first Ironman triathlon in 2023, further proving his boundless energy, perseverance, and ability to cross the finish line!

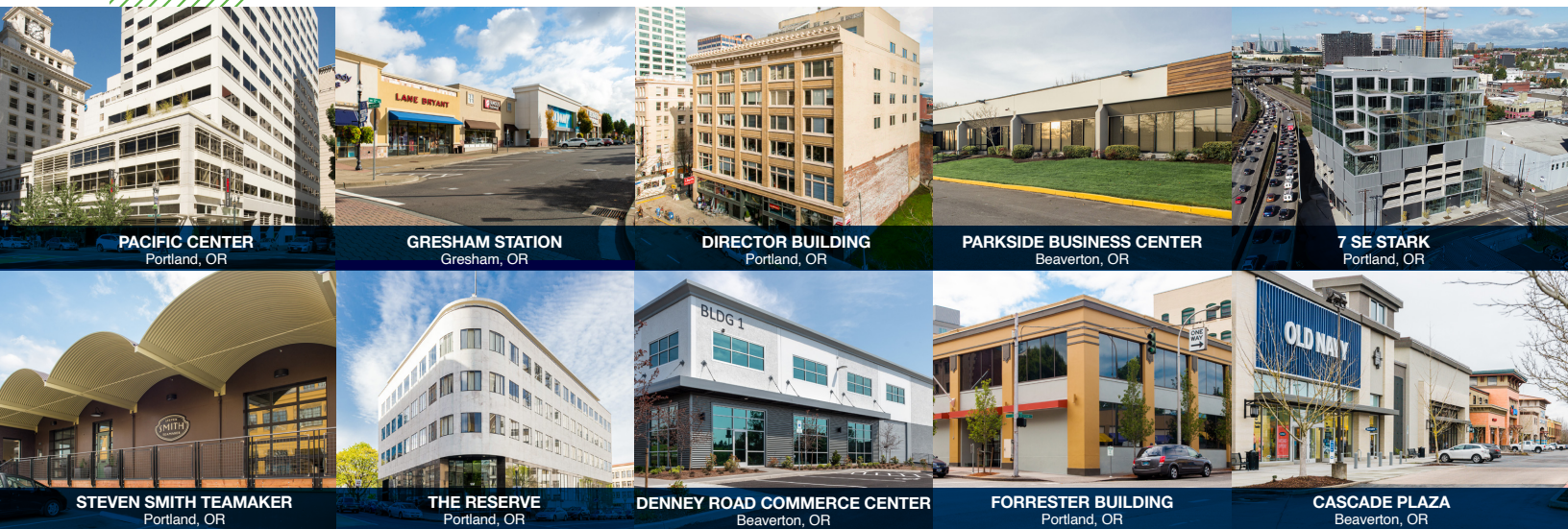




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JORDAN D. SCHNITZER
President, Schnitzer Properties



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