

JUNE
20
22



A NIGHT OF EXCELLENCE

In Commercial Real Estate

A celebration honoring the commercial real estate industry's greatest achievements of 2021

At the Foundry from 4pm - 8:30pm | www.nightofexcellencecre.com

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FROM YOUR *Leaders*



CAB

On behalf of the Board and our more than 600 esteemed members of the Commercial Association of Brokers in Oregon and Washington, we are proud to welcome you to this year's NIGHT OF EXCELLENCE. As we are all very much aware, the last few years have brought immense challenges in many forms within our real estate industry and certainly our everyday lives but they have also produced a lot of great accomplishments, and by the very people here today.

What stands out to me these last few years has been the incredible resilience of our wonderful community of brokers, developers, clients and real estate professionals. Individuals as well as groups from different backgrounds and political views wanting to come together in a collaborative effort to achieve one common goal: TO REVITALIZE OUR DOWNTOWN COMMUNITY.

And in the broader market, we've found new opportunities where others have not, such as expanding communities and restaurants in suburban areas. We've created opportunities with our clients to leverage the market and achieve some of the most favorable deal terms as it relates to downtown office and retail.

We've seen some of the highest year-over-year rental rates and pre-leasing activity as it relates to industrial and land sales pricing in history after having held constant for many years. There is a saying, or variation of, long used during challenging times: ADVERSITY CREATES OPPORTUNITY. How very true that rings today.

Cheers to all who have helped shape, and continue to shape, our vital industry, and as we move forward to become better for ourselves, better for our clients, and better for our community.

~ *CAB President ~ Keegan Clay
Managing Director | Cushman & Wakefield*



NAIOP

It's SHOW TIME! The premier awards event is back again – this time in person, and we're all super fired up! NAIOP Oregon is proud to sponsor the "Night of Excellence in Commercial Real Estate" again this year with our industry partners, CAB, SIOR, BOMA and the Portland Business Journal.

As part of the NOE planning committee, I've had the great pleasure of witnessing fellow committee members, Jackie Ritchie, Lyndsey Westgaard, Alex MacLean, Michael Calcagno and Charlie Digregorio make magic once again. We're all in for a treat!

For those who don't know who NAIOP is, or what we do, here's a quick snapshot: NAIOP is the largest and most influential commercial real estate group in the nation, as well as in our region. Our organization is made up of developers, investors, owners, service providers, contractors, brokers and other commercial real estate professionals. Our vision is to shape, serve and connect our community through strong advocacy, participatory education, inclusive networking and impactful programming.

As President, I set ambitious goals for our chapter in 2022, and am absolutely thrilled with the state of NAIOP Oregon as we hit the mid-point of the year. In the past 60 days alone, we've held an incredible public affairs luncheon with our endorsed "challengers" candidates, cleaned up the streets of Portland with SOLVE, held a "first look" at Alta Art Tower through the efforts of our Developing Leaders board, launched an exciting mentorship program speaker series, joined a U of O Real Estate Club event as part of our education and DEI inclusion efforts, held a phenomenal Board retreat where we went through a discovery workshop with our consultant to work on strategic priorities, initiatives and vision, sipped cocktails at our New Member Topgolf event, and launched a real estate collective, Revitalize Portland Coalition, with other CRE leaders which will help make Portland a better city to live and work through our advocacy efforts.

Whew, it's been active! Our membership numbers continue to grow, our Board continues to diversify and engage, and our sponsorship is stronger than ever! I'm so grateful! On behalf of everybody at NAIOP Oregon, congratulations to all of the finalists and winners! Hip hip hooray!

~ *NAIOP Oregon President ~ Evan Bernstein
Partner | Pacific NW Properties*



FROM YOUR *Leaders*



SIOR

The 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, CAB and BOMA to acknowledge our industry leaders and their greatest accomplishments in 2021. 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 2022 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 more than 40 of the market's 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 group's overall success. Collectively as a group, we want to congratulate all the award winners and nominees recognized in this event.

~ *SIOR President ~ John Kohnstamm, SIOR
Managing Partner | Capacity Commercial*



BOMA

BOMA Oregon is honored to participate once again in this very special event. The 2022 Night of Excellence recognizes leaders in the real estate industry – highlighting the exceptional leadership of commercial real estate professionals throughout Oregon.

2021 was a trying year for all of us and we remained determined to support our industry through the many layers our industry professionals had to face, and will continue to be challenged by.

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 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 commercial real estate 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 guest. Congratulations to all the nominees!

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

Development *Awards*

INDUSTRIAL DEVELOPMENT OF THE YEAR **WINNER**

SALEM BUSINESS PARK PACIFIC NW PROPERTIES

Salem business park is a two-building, approximately 70,000 square foot multi-tenant business park.

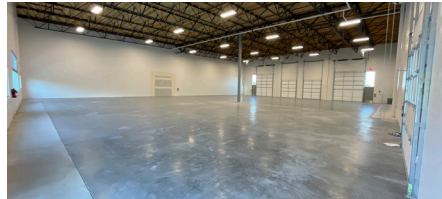
Pacific NW Properties spec'd out 100% of the building (10 spaces). A pure guess of what future tenants might want. This was especially risky in a new market for us where they weren't as familiar with the demand. Luckily, their premonition was correct.

PNWP overcame significant city-imposed challenges and had to completely redesign the civil plans midway through the project. Additionally, the development required the collapsing of 6 tax lots into one. Supply chain issues spawned by the pandemic causing absolute chaos with materials. (Probably a common theme with all nominees this year).

The project was leased up to 8 diverse tenants, ranging from the largest tortilla company in the world (GRUMA Corp), to national, regional and even mom and pop operations. There is manufacturing, distribution, tech, athletic and storage uses leasing space at this project.

PNWP held an exciting ground-breaking ceremony during the heart of the pandemic — Salem was so excited to welcome Pacific NW Properties that 60 people showed up; from the Mayor, to the brokerage community, neighbors, city officials, the development team, service providers, economic development folks, competitors, and PNWP's entire office! All donning masks and an enthusiastic anticipation of what was to come.

Razor focused and committed to the local community/region, they hired several Salem area subcontractors to carry out tenant improvements. PNWP didn't want to be "big city" outsiders, and instead, worked hard to entrench the company and values into the Salem business community.



Development *Awards*

INDUSTRIAL REDEVELOPMENT OF THE YEAR **WINNER**

PROLOGIS MEADOWS BLDG F PROLOGIS

Prologis Meadows Building F is a 282,840 square foot industrial building and trailer lot located on 39 acres of the former Portland Meadows racetrack. This building is the second building completed at Prologis Meadows and was a build to suit for an ecommerce company. The building is a cross dock design, was built to LEED standards and features 17,805 square feet of office improvements that support nearly 1,000 employees that work at the building. Additional features of this class A building include 36 foot clear height, 109 dock doors, 2 drive in doors and 3 electrical services. 10 electric vehicle charging stations were constructed on site and 22 bike parking spaces were also included. The trailer lot on the north and east side of the park that is included with this building can accommodate 455 trailers. This trailer lot was designed so that a future building can be built on the site in the future that would be approximately 350,000 square feet.



The building was constructed on an accelerated schedule. Permits were received in March of 2021 and the project was completed by October 12, 2021. In addition to the building, several street improvements were made on N Schmeer and N Gertz Roads which included new sidewalks and shoulders. This building is the largest building in Prologis's Portland Portfolio which current sits at nearly 7 million feet. Prologis worked with an incredible team of consultants and vendors on this project including Sierra Construction, Dowl, GeoEngineers, Pacific Habitat and Mackenzie.

Prologis Meadows Building F's proximity and visibility to I-5, location near a strong labor pool and infill location make this one of the best industrial buildings in the Portland Metro Area. The last building at Prologis Meadows is currently under construction and has been preleased. Prologis Meadows when complete will be a 780,000 square foot industrial park with the ability to add up to 800,000 square feet of space for future development.



Development *Awards*

OFFICE DEVELOPMENT OF THE YEAR **WINNER**

ADIDAS EAST VILLAGE EXPANSION TURNER CONSTRUCTION

The Adidas East Village Expansion is the first major new build since the initial development of the prominent athletic apparel companies' North American Headquarters Campus and consists of two new mass timber buildings and a central sports plaza that serves as campus destinations for community events and furthering innovation. Both buildings cantilever over the soccer field and provide direct access to the field from the ground level, integrating diverse public spaces from café seating to places for outdoor training. The larger five-story, 172,000 sq. ft. North building includes a food hall, ground floor coffee bar, maker and creative labs, meeting zones, open workspaces and five levels of underground parking. The design for the North Building utilizes



a unique hybrid structural system made from pre-cast concrete columns and girders with glulam beams and Cross-Laminated Timber (CLT) panels making it, structurally, the first of its kind in the United States. The three-story South Building is a 31,000 sq. ft. mass timber athletic center that takes advantage of the lightness of wood to emulate a larger structure and is located over an existing parking garage. Each building has a raw and authentic material pallet with exposed concrete, wood and metal panels that are woven across the façade to mimic how Adidas uses materials in specific ways to create a dynamic appearance with their product designs. Overall, the masterplan established a new intersection and entry way to the campus that terminates at an arrival court and drop off, serving as a powerful space of arrival for visitors

Finding themselves at capacity for their 1,800 employees, the athletic apparel design company needed to expand to give their creators space to think critically, collaboratively, and inspire future product lines. To parallel the company's sustainability clause, our team would be required to target LEED Gold in design and construction. The final project exceeded LEED standards with rainwater management systems, accessibility to quality transit and, surrounding density and diversity uses. Sustainable measures were also taken during the construction of the project to reduce waste during demolition, such as re-purposing 100-year-old fir trees that needed to be removed to make room for the new structures and turning them into tabletops for the South Building dining area. The final product was delivered on-time, below budget, added capacity for 1,100 employees and, incorporated innovative design and construction measures to do so.

Collaboration was at the forefront of the effort both with the community and between project stakeholders and partners. The campus sits adjacent to a residential neighborhood that voiced concern over noise early in the project. Before construction began, the project team responded by hosting a lunch onsite for all residents to alleviate concerns and proposed that construction work would fall between 7am and 6pm with a guarantee of no noise before or after the allotted time. Superintendent Collin Foster was later recognized and thanked by community members for his communication and collaboration throughout the duration of the project. This is the place where design meets innovation. All stakeholders involved had ambitious goals that were achieved through design, process, collaboration, and the overall end user experience. With that in mind the design team, engineering team and construction team collaborated through construction, leveraging firm expertise with timber innovation, technical innovation, and connections to the regional forestry culture to make it an ideal material for a cutting-edge brand with Northwest roots.

Every element of design that went into the Headquarters Expansion was developed with the end user experience in mind. From landscaping to enhance circulation around campus and between the two structures, to building state-of-the-art creative and maker space labs to inspire product design, to the use of mass timber that introduced a new standard for sustainable material integration. The new athletic field will serve the surrounding community, inviting them to utilize the new turf and grab a beverage from the first floor of the North building. The upper three-levels of the North Building and the entirety of the three-story South Building are campus destinations for originality, work, collaboration, and athletic training. With each floor dedicated to a different value or objective, the buildings function as multi-use spaces that are easily modified. Open office spaces can transform into a place for dynamic dialogue sessions, meeting zones reserve capacity for intentional conversation and the maker spaces can serve as a hub for realizing new ideas. The addition of over 470,000 sq. ft. of building space also increased the opportunity to provide a new area for 1,100 employees, improving overall circulation in surrounding buildings on campus. This project transformed the neighborhood and campus with careful design producing a collaborative environment and connecting creative work, community, and sport.

Development *Awards*

RETAIL DEVELOPMENT OF THE YEAR **WINNER**

MERCADO GROVE DEACON

Mercado Grove is a 450,000-square-foot urban village mixed-use project on 7.5 acres located in Lake Oswego. The project weaves together a mix of uses that offers the vibrancy of urban amenities within the charm and character of the existing community to create an entirely new town center in Lake Oswego. It includes 50,000 square feet of destination retail and 206 luxury designed apartments with ultra-high-end unit finishes and four separate 'neighborhoods' per floor. Residents at Mercado Grove have access to tons of impressive resident-only amenity collections, restaurants and retail stores, including award winning Chef's Table establishments (LAC St. Jack, Tasty, Oven and Shaker, Fills, Lardo, and Grassa), along with Health & Wellness providers such as Orange Therapy, Ovation, Clean Juice and CVS Health. The complex includes an on-site parking garage, a spa and sauna, a "swap-and-share" pantry, multiple lounges, an adult crafting room and children's playhouse, co-working space and private meeting rooms, an arcade and game room, a pet spa, a state-of-the-art fitness center, and an outdoor pool. The apartments come in configurations from studios to three-bedroom townhome units of 2,200 square feet. The average unit size is 972 square feet. Deacon completed the project on schedule. Some of the exterior panels (both concrete and wood) were prefabricated, which sped construction and maintained the schedule.



The primary objective was to establish an authentic sense of place that blends a residential and retail experience unlike anything available outside the Portland urban core: a new town center to serve Lake Oswego neighborhoods. The destination retail is organized around a festival street atmosphere. It includes a mix of experiential retailers congregated around the ample internal parking and attractive outdoor gathering areas available to the public. Coupled with the retail experience are thoughtfully designed multi-family apartments.

Mercado Grove delivers a thoughtful, wellness-focused retail and residential experience with a thriving local food scene and retail destination unlike anything available outside the urban core. The building character is a mix of arts and crafts style at the retail and a classic architectural style at the apartment buildings to create an eclectic and vibrant community. It's everything you could want from a downtown experience in a one-of-a-kind suburban setting.

Numerous obstacles could have derailed the project along the way. This includes extreme wildfire smoke in September 2020 that caused unsafe air quality and paused construction for four days, a February ice storm that crippled the region, a flooded wetland in September 2019 that interfered with foundation work, and Deacon also dealt with labor shortages related to the COVID-19 pandemic. The foundation of the building required over 1900 geo plies throughout the site. We were faced with a high-water table and dealt with a flooded sub-base within the first few months of excavation. In order to efficiently control the water discharge, we created an on-site treatment facility with a series of pumping stations. This treatment facility ran automatically for several months, 24/7. This allowed Deacon to cleanly discharge all excess groundwater directly back into the storm detentions system with diligent monitoring.

Deacon completed the project after 25 months of construction. Some of the exterior panels (both concrete and wood) were prefabricated, which sped construction and maintained the schedule during the environmental challenges. As you drive into the complex, the attraction of the exterior captures your eye immediately. The level of quality and detail on both the inside and outside of this 7.5-acre residential destination is unmatched. Despite delays due to natural environments construction of the project remained on schedule. The ability to circumnavigate the many obstacles is a testament to the construction and design team's ability to work together. It is worth noting that the draw to bring 6 of Portland's best restaurants to the rural outskirts of Portland speaks to the location and quality of Mercado Grove.

Mercado Grove has quickly become the destination point at the crossroads between Lake Oswego and Lake Grove. It's a new community and neighborhood gathering place and new town center that provides a variety of experiences to live, dine, and shop. It is architecturally rich and varied and built to an extremely high quality. Outdoor features surround the residential and retail spaces at Mercado Grove, including a domestic duck habitat and two public art pieces. The first piece, Balanced Butterflies, was created by award-winning artist Reven Marie Swanson is presented in partnership with the Arts Council of Lake Oswego. The second piece was commissioned by the team at Mercado Grove specifically for the project. It featured a 12-foot interactive duck sculpture created by Monstrum, a Danish workshop known for its playful designs.

Development *Awards*

MIXED USE DEVELOPMENT OF THE YEAR **WINNER**

PAE LIVING BUILDING

ZGF Architects, PAE, Elden & Co,
& Walsh Construction Co.

The PAE Living Building tells the story of Portland: aspirational, progressive, and yet deeply rooted in Pacific Northwest history.

Located at SW First and Pine in the heart of the city's historic Skidmore/Old Town District, the mixed-use PAE Living Building is designed to be the first fully certified Living Building in Portland and the largest commercial urban Living Building in the world.



The project was privately developed and funded as a speculative office building through a partnership between ZGF Architects, PAE, Elden & Co., and Walsh Construction Co. This will make the PAE Living Building the world's first developer-led Living Building and serve as a replicable model for future market-rate urban Living Buildings. The project's success demonstrates that Living Buildings are not only technically possible on a dense urban site, but also financially viable.

Intended to last for 500 years, the design marries the look and feel of a historic neighborhood with the highest possible energy performance and sustainability standards. Inside, healthy materials meet ILFI's Red List requirements, ample daylight, views, operable windows, and other biophilic strategies support to occupant health, comfort, and productivity. The building is set to help achieve Portland's 2050 renewable energy target of 100 percent renewable energy 30 years ahead of schedule. Notably, all of the building's water and energy needs will be produced via rainwater capture, and onsite and offsite solar arrays.

Living Building Certification is the world's most rigorous proven performance standard for buildings. A building that achieves Living Building Certification must meet all performance imperatives of seven Petals: Place, Water, Energy, Health and Happiness, Materials, Equity, and Beauty. Three of the most notable requirements are 1) that the building must generate all of its own energy, 2) capture and treat all of its water onsite, and, 3) meet the imperatives of the Materials Petal. Living Buildings achieve their full certification after one year of occupancy. Meeting the seven Petals, which are subdivided into 20 Imperatives each focused on a specific sphere of influence, required every element in the building to solve for multiple purposes. Over the next 12 months, the PAE Living Building will record, track, and report its performance data in accordance with the requirements outlined through each Imperative and Petal, and is expected to earn a full Living Building Challenge certification in the summer of 2023.

At 58,000 square feet, every aspect the building design's is intended to work together. The sum of the building's net positive strategies means that all of the building's needs are produced via onsite water capture, and onsite and offsite solar arrays. The building uses rainwater capture, greywater treatment, and a five-story vacuum flush composting system. By producing liquid fertilizer and agriculture-grade compost onsite, the circular system uses no city water and offers another income resource for the building owners.

The photovoltaic (PV) panels allow the building to produce 110% of the electricity it needs to run via a PV-powered battery storage system that allows two-way power connection to the city's utility network and electrical grid. Designed as a microgrid, it can operate off-grid at a reduced capacity: at low power in the summer months, the building can operate for up to 100 days off-grid.

Seismically resilient up to Category IV, the building has a strong concrete core. The beautiful wood is Glue-laminated, or glulam, and CLT (Cross-Laminated Timber), a sustainable and healthy building material from British Columbia and certified by the FSC (Forest Stewardship Council). The building holds about 25% less embodied carbon than a comparable concrete or steel building while creating a strong and durable structure. The hybrid structural system supports both carbon and aesthetic goals.

Not only does the building mimic an ecosystem in the way it runs, it also offers occupants a beautiful, comfortable, and healthy space. Taking cues from the historic district it sits in, it echoes the proportions of the golden ratio, a concept used throughout time to produce aesthetically pleasing sequences. The fifth floor "deckony," a term coined by the project team, was designed with the principles of biophilia in mind, and offers users year-round access to an open-air lounge area. Nature-inspired murals grace the walls, while the first-floor lobby honors Indigenous first stewards of the land.

Broker & Team *Awards*

INDUSTRIAL BROKER WINNER

PETER STALICK KIDDER MATHEWS



Peter Stalick is a senior vice president and a shareholder at Kidder Mathews specializing in industrial property sales and leasing. Peter is a University of Oregon graduate and started his real estate career in 2000 in Portland. Peter has over 18 years of experience representing industrial property owners, developers and occupants and advising them in all facets of their industrial property requirements. Over the past 10 years, Peter and his team have successfully negotiated and closed 555 transactions totaling over 19,785,177 square feet of industrial space. Peter has a broad base of knowledge and experience with industrial property including land acquisition, underwriting, development and construction in addition to traditional marketing, leasing and sales of these properties. Peter and his team pride themselves on adding value to their clients on all aspects of their real estate decisions with a focus on long term objectives, rather than being solely transaction focused. This long-term, relationship driven focus allow Peter and his team to provide a great deal of value to their clients from a consulting basis on all of their real estate related needs.

INDUSTRIAL TEAM WINNER

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 69 years of combined experience. They take client relationships seriously and take a long-term approach in their advisory services. All are native Oregonians, and each started industrial real estate directly after college. 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 19 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 18 years partnered with Steven. Brendan Murphy joined the team in 2016 and has been instrumental in the team's success over the past 6 years. Genevieve joined the team Fall of 2021 after graduating from Gonzaga University.



EQUITY ADVANTAGE

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Broker & Team *Awards*

OFFICE BROKER **WINNER**

ANDREW ROSENGARTEN

JLL

Andrew Rosengarten is currently a Senior Managing Director with JLL. He provides corporate real estate advisory solutions to local, regional and national occupiers of office space.



During his career Andrew has completed lease and sale transactions in excess of 7.6 million square feet and \$1.4 billion in value, partnering with some of the most respected companies both in Oregon and nationwide. Andrew has been recognized by organizations such as Costar, Oregon Commercial Association of Brokers and JLL for his exceptional customer service and for his transparent approach with his clients.

RETAIL BROKER **WINNER**

ALEX MARTINAC

COMMERCIAL REALTY ADVISORS NW

Alex Martinac joined Commercial Realty Advisors NW in 2019. A dedicated team player, Alex uses his broad geographic expertise in both Washington and Oregon, to provide creative solutions that give his clients a competitive advantage.



Alex focuses on multi-unit retail representation and assists property owners, developers, and investors with core advisory services and market analysis, coordinating strategies to integrate sales professionals, developers, and retailers through complex transactions. Since 2014, he has been involved in sale and lease transactions valued at over \$200 million; represented more than 1 million square feet of retail product; and coordinated nearly \$100 million in new commercial development.

Some of the clients Alex represents include AutoZone, Aspen Dental, Dollar General, Findlay Automotive Group, Google, iFly, Jollibee, Les Schwab, Red Ribbon, and Restaurant Depot among others. He lives in North Portland with his wife and two children.

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Broker & Team *Awards*

INVESTMENT TEAM **WINNER**

PAIGE MORGAN & CHARLES SAFLEY

CBRE



Paige Morgan is a Executive Vice President with CBRE based in Portland, Oregon. She joined the company in January of 2019, bringing with her more than twenty years of experience in managing complex dispositions, equity placement and recapitalization of office, industrial and mixed-used properties.

Throughout her career, Paige has successfully executed more than \$6 billion of transactions across the Pacific Northwest and has consistently earned recognition as one of the market's top-performing brokers, receiving industry achievement awards from NAIOP, SIOR, CAB and CoStar.

Charles Safley is a Senior Vice President at CBRE who started his brokerage career in December of 2008. Charles co-leads CBRE's Pacific Northwest Capital Markets platform with Paige Morgan (Portland) & Tom Pehl (Seattle). Together they focus on the dispositions of office properties, industrial properties, and commercial development sites. Their team has transacted approximately \$8.5 Billion over the past six years.

Charles also co-leads the Pacific Northwest for CBRE's Capital Markets Office West team. Together they cover 10 major markets in the disposition, debt financing, and capitalization of institutional grade assets. Their synergies promote transparent multi-market intelligence, superior access to deal flow, and efficient placement of capital to ensure exceptional client outcomes. Collectively they represent the Seattle, Portland, San Francisco, Silicon Valley, Los Angeles, Orange County, San Diego, Phoenix, Denver, and Salt Lake City markets.

RETAIL TEAM **WINNER**

THE DIAMOND TEAM

CAPACITY COMMERCIAL GROUP



The Diamond Team, led by George and his children Nicholas and Michelle, provide their clients with a full brokerage experience. The team often brokers the sale of development land, handles the lease-up, then sells the property again once stabilized.

With strong experience in each facet of real estate, the Diamond Team understands the fundamentals of successful deals.

Born and raised in Portland, the team shares a deep passion for shaping the community in which they live, work, and play, and highly values the relationships and friendships they've built over the years with developers, investors, tenants, and brokers.

The Diamonds joined Capacity Commercial Group in 2020 from the family-owned Real Estate Investment Group, founded by George and his brother over 40 years ago. The team is excited to serve the Portland metro & southwest Washington markets in all aspects of commercial real estate sales, leasing, and consulting in the coming years.

Broker & Team *Awards*

MULTIFAMILY TEAM **WINNER**

PHIL OESTER, JOE NYDAHL & JOSH MCDONALD

CBRE



With a combined 70 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 36 years, while Joe and Josh each possess over 17 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 \$2.5 billion in multifamily sales across over 100 transactions since joining CBRE in 2017. Together, they merge their individual specialties to provide market-leading analysis and services to their clients.

Special thank you to our videographer & photographer:



Roseborough Photography



Boys & Girls Aid

Broker & Team *Awards*

ROOKIE OF THE YEAR WINNER

HAAKON WEINSTEIN

CBRE

Since 2016, Haakon has provided representation for tenants, landlords and investors throughout the Portland Metro area. Currently representing over 1,000,000 SF of industrial space for lease, he has been involved in over 1M K SF of industrial sales and leasing transactions during his career. Haakon's passion for real estate and the art of motivational empowerment provides his clients the opportunity to view every aspect of the deal through a professional lens. He puts his clients' needs first, developing relationships that result in elevated outcomes.



Haakon has been mentored by some of the best in the business which has led him to discover his passion for industrial occupiers and agencies, and has helped him hone his talent and skills. As a dedicated professional, strives to bring his passion, innovative ideas and ability to make connections to each business opportunity. Haakon places special emphasis on completely understanding client needs and forges strong relationships that go beyond a single transaction. This attention to detail and emphasis on relationships has resulted in a results-driven track record of success.

PROPERTY MANAGEMENT WINNER

LISA DONALDSON, RPA

UNICO PROPERTIES, LLC

In 1997, Lisa Donaldson began her real estate career in Phoenix, Arizona working in the property management department at PetSmart's corporate headquarter. Since returning to Portland, she has worked at various management companies over the last 22 years, including Norris Beggs & Simpson, Schnitzer Investment Corporation, Ashforth Pacific, Langley Investment Properties, Urban Renaissance Group, Lincoln Property Company, and Unico Properties, working her way up to the position of General Manager. Lisa has worked on a wide range of portfolios including big box retail, high-rise office buildings, industrial properties, suburban campuses, and historic buildings.



Lisa joined Unico Properties in May 2019. As General Manager she is responsible for all phases of day-to-day operations, budgeting, financial reporting, and project management for Montgomery Park, a 756,000rsf office building located on 17 acres in northwest Portland. In addition, she oversees the Property Management team for Sixth+ Main and 38 Davis.

Lisa holds the professional designation of Real Property Administrator (RPA) and is a BOMA member. She is a native of Portland and earned Bachelor of Arts degrees in Sociology and Psychology from the University of Oregon.

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CBRE

Broker & Team *Awards*

BILL NATIO WINNER

STANFORD SCRIVEN FOR Q5ID

NORTHWEST TENANT GROUP



In the summer of 2020, Stanford Scriven was retained by growing technology company Q5id to find a new office to accommodate an expansion from 20,000 SF to approximately 60,000 SF. Over the course of 10 months, Stanford helped Q5id locate and negotiate a seven-year sublease agreement from McAfee at their 55 West location in Hillsboro, OR. The sublease included a phased-in rent structure, all existing FF&E, a termination option, and a steep discount on rent. After multiple rounds of lease review, and only two months until the sublease was set to commence, Symphony Technology Group entered negotiations to acquire McAfee’s Enterprise business, thereby stalling any sublease progress until the acquisition was finalized. McAfee was unable to provide any updates as to when the sublease could be approved or possibly declined.

Understanding the possibility of the sublease falling apart and the risk that would pose to Q5id, Stanford immediately shopped the same deal to three alternate sublessors. Volkswagen Credit, who had 67,118 SF for sublease, took the offer, agreeing to match McAfee’s sublease, term for term. JLL’s Cayla Wardenburg worked closely with Stanford to bring the deal to fruition, despite multiple differences between VW and McAfee’s facilities. The two parties were even able to commence the sublease early by securing VWs IT infrastructure and agreeing to an IT extraction schedule.

Q5id’s negotiations took over 12 months to complete, involving three tenants, three brokerage firms, and two landlords. It is a testament to the Portland real estate community’s ability to think on their feet and collaborate to take care of their clients.





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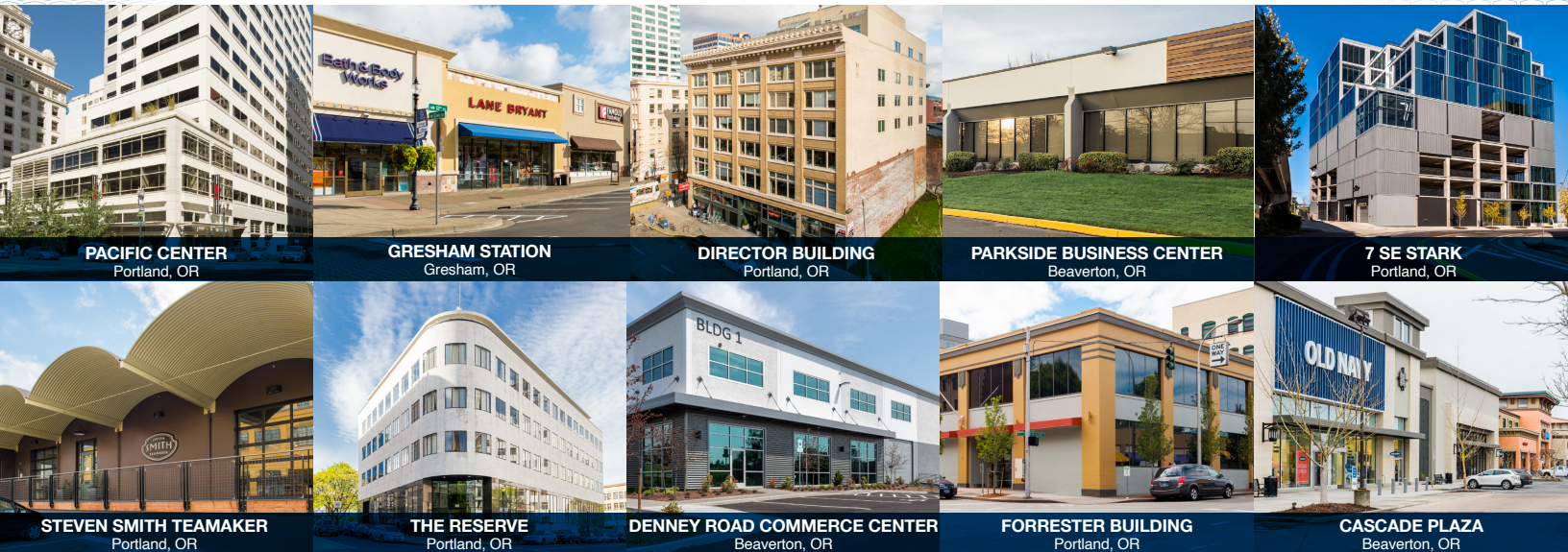


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"Schnitzer Properties is honored to be the Signature Sponsor of the CAB Night of Excellence—a celebration honoring the commercial real estate industry's greatest achievements. While our name has changed this year, what we do and who we are has not. We will continue to grow as a dynamic real estate company, which today owns and operates more than 28 million square feet of property. We will continue to work closely with our tenants to meet their needs, as well as continuing our commitment to giving back to the communities we serve. We look forward to working with you as we always have—only now as Schnitzer Properties."

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President, Schnitzer Properties



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