

2008 CAR AWARDS

SPONSORED SUPPLEMENT

1ST RUNNER UP



Mark Childs
Integrated Corporate Property Services

Years in commercial real estate: 18
Specialty: Industrial/High Technology
Noteworthy clients: FEI, Pixelworks, Birtcher Development, Townsend Farms, Widmer Brothers Brewing Company.
Greatest career moment(s) of 2007: Having a client implement a 100,000 sf BTS costing \$11,000,000, representing one of the last steps in a 5 year facilities plan; converting a half dozen leased facilities into owned properties. Plus, selling over 20 acres of Townsend Business Park to Birtcher Development for the construction of almost; 400,000 sf for lease or for sale for more than \$35,000,000.
What is the best career advice you ever received? My father once told me: Don't end your career wishing that you would have done something that you didn't.
What is the most challenging part of your job? Trying to contact every space user in the Portland Marketplace every day.
What inspires you? Jesus Christ
What keeps you awake at night? Worrying about the past or fretting about the future, rather than counting my blessings today. I'm usually asleep in about 60 seconds.

2ND RUNNER UP



Bradford H. Fletcher, SIOR
Grubb & Ellis

Years in commercial real estate: 28
Specialty: Marketing, leasing and sale of commercial real estate including industrial, high technology, office, mixed use, investment properties and land for corporate, public, institutional and individual clients worldwide.
Noteworthy clients: Arden, Credence, Epson, Robert Evans, IBM, Intel, Itel Trust, Koch Family, Linnton Plywood Association, Morgan, Nike, Opus, Oregon Pacific, Portland Development Commission, Venture, Edward Wager, Wyse Investment Services.
Greatest career moment of 2007: Completed transactions over \$50 million representing Intel, Nike and WCM/Carr in the lease of 5 Sunset Corridor flex buildings for a total of 412,000 square feet and the sale of over 115 acres including the Koch Farm Tualatin property to PacTrust.
What is the best career advice you ever received? Follow your own counsel. Manage the clients business as if it were your own. Invest in real estate for your own account. Help others along the way.
What is the most challenging part of your job? Maintaining focus and clear direction while diverting distractions to achieve continual performance and maximum results.
What inspires you? Living my Dream. Spending time with my favorite people - wife Michelle and sons Alex and Drew as well as my large and loving family. The ability and opportunity to create value for others.
What keeps you awake at night? Determining my contribution to society and how to make a difference. Being grateful and understanding what really matters.

Investment

WINNER



Chris Johnson
NAI Norris Beggs & Simpson

Years in commercial real estate: 24
Specialty: Investment Sales - office, industrial, retail and mixed-use.
Noteworthy clients: I believe all clients are important, but if I must highlight I would say Gerding Edlen Development, Schnitzer Investment Corp., Shorestein and Broadreach, just to name a few.
Greatest career moment of 2007: My greatest career moment of 2007 was definitely spearheading the sale of the Brewery Blocks for Gerding Edlen to JP Morgan.
What is the best career advice you ever received? The best advice I received was to really listen to the client, under promise and over deliver.
What is the most challenging part of your job? I think the most challenging part of my job is staying on top of multiple projects and associated tasks at the same time, while always trying to keep the pipeline full.
What inspires you? Thriving to add value to the transaction.
What keeps you awake at night? The next transaction.

1ST RUNNER UP



Gary Griff
Cushman & Wakefield

Years in commercial real estate: 31
Specialty: Investment Sales
Noteworthy clients: OHSU, Mitsubishi Estate Co., UBS
Greatest career moment of 2007: Closing the \$161.5 Million sale of Pacwest Center in less than 90 days from receiving the assignment.
What is the best career advice you ever received? 10% of the people do 90% of the transactions because they work harder and smarter than the rest
What is the most challenging part of your job? Starting each new year with a "clean slate" and keeping the momentum going
What inspires you? Exceeding my clients' expectations
What keeps you awake at night? Very little!

2ND RUNNER UP



John Kohnstamm
Capacity Commercial Group

Years in commercial real estate: 24
Specialty: Investment Sales (Office)
Noteworthy clients: ScanlanKemperBard Companies, Equastone, Terrell Group Management, KBS Realty Advisors
Greatest career moment of 2007: Having our rookie Associate, Nick Kassab close his first sales deal.

What is the best career advice you ever received? Focus on what 'You Do Best' and surround yourself with people with complimentary skills.
What is the most challenging part of your job? Identifying new opportunities
What inspires you? My daughter Hadley, my son Jeffrey, and my wife's spending habits.
What keeps you awake at night? Red Wine

Office

WINNER



David C. Squire, SIOR
Grubb & Ellis

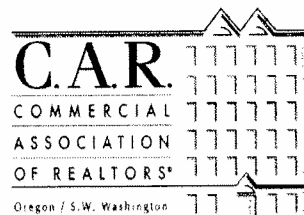
Years in commercial real estate: 23
Specialty: Large multi-building developments, corporate advisory services and office leasing and sales.
Noteworthy clients: PS Business Parks, ScanlanKemperBard, IBM, Unico, Triple Net Properties, Pacific Northwest Properties, Qwest, Pacificcorp, Comcast, HarrisGroup
Greatest career moment of 2007: Selling the Commonwealth Building
What is the best career advice you ever received? "No one ever drifted to the top"
What is the most challenging part of your job? Always looking for the next opportunity.
What inspires you? Investing in people
What keeps you awake at night? Working toward a future that is bigger than my past.

1ST RUNNER UP



Scott Madsen
Capacity Commercial Group

Years in commercial real estate: 28
Specialty: Office leasing and sales
Noteworthy clients: All my clients are important
Greatest career moment of 2007: This is a tough one. 2007 has been a very good year for my clients and me, with many good moments throughout the year.
What is the best career advice you ever received? Control the real estate transaction and know who is paying you.
What is the most challenging part of your job? Trying to stay ahead of the great young brokers we have at Capacity Commercial Group.
What inspires you? My family and the challenges of trying to do something positive each day!
What keeps you awake at night? Envisioning Hilary Clinton in the White House.



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Bill Naito Award

WINNERS

Chris Johnson, MaryKay West, Robert Black & Sean Turley

NAI Norris, Beggs & Simpson



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What inspires you? Thriving to add value to the transaction.

What keeps you awake at night? The next transaction.



MaryKay West

NAI Norris, Beggs & Simpson

Years in commercial real estate: 20

Specialty: Investment Sales

Noteworthy clients: Gerding Edlen Development, Schnitzer Investment Corp., Equity Office Properties (now Shorenstein), The Goodman Family

Greatest career moment of 2007: Completing due diligence for the Brewery Blocks transaction in 21 days and closing five days thereafter. It was enormously satisfying (and exhausting!) to bring such a large and complex transaction to a successful close in such a short period of time.

What is the best career advice you ever received? It's the advice I try to give to myself every day – regardless of what I'm doing or who I'm working with, everything and everyone deserve the best I have to give. And everything and everyone provide me with opportunities to learn something new each day.

What is the most challenging part of your job? The details. To serve my clients to the best of my ability, it's my job to have an absolutely complete and accurate understanding of a transaction up front – otherwise there may be unpleasant surprises down the road which could impact the value they receive for their asset.

What inspires you? My husband and my children. Am I always acting in such a way as to earn their love, respect and trust – that is my guide post.

What keeps you awake at night? How much longer until I finish writing my book? I'm happy to say I'm getting closer!



Robert Black

NAI Norris Beggs & Simpson

Specialty: Apartment Brokerage

Clients: Gerding Edlen, PDC, College Housing NW, Public Private Partnership, Glimcher

Career Moments 2007: Participation in Brewery Blocks Sale

Best Career Advice: Put the family first

Challenging Part of the Job: Time management

What inspires me? I am inspired by many of my successful and very professional co-workers at NB&S

What keeps me awake at night? My 1 year old daughter, very rarely.



Sean Turley

NAI Norris Beggs & Simpson

Years in commercial real estate: 11

Specialty: Office leasing and sales

Noteworthy clients: Harsch, RREEF, Shorenstein

Greatest career moment of 2007: Sale of Brewery Blocks and breaking ground on First & Main

What is the best career advice you ever received? The big deals make you famous the small deals make you rich.

What is the most challenging part of your job? Sometimes taking the emotion out of the deal is the hardest thing to do.

What inspires you? My family

What keeps you awake at night? Twin 5-year old boys and a new baby girl do a great job keeping me awake at night.

1ST RUNNER UP



Don Ossey, SIOR

Capacity Commercial Group

Years in commercial real estate: 27

Specialty: Industrial

Noteworthy clients: All of them!

Greatest career moment of 2007: Seeing Bob Moore of Bob's Red Mill Natural Foods occupy his new building.

What is the best career advice you ever received? Move fast, people will think you are busy! (Bob Scanlan, Coldwell Banker 1985)

What is the most challenging part of your job? Continually trying to achieve balance in life, family and business.

What inspires you? The talented and driven young brokers I work with have made me a better professional.

What keeps you awake at night? My family's ability to spend money!

2ND RUNNERS UP

Brad Christiansen, Michael Holzgang & Gordon King
Colliers International



Brad Christiansen

Colliers International

Years in commercial real estate: 10 in August

Specialty: Corporate Services

Noteworthy clients: Each and every client we serve!

Greatest career moment of 2007: Closing the purchase of 2112, LLC.

What is the best career advice you ever received? It is not the message, but how you deliver the message that matters!

What is the most challenging part of your job? Every assignment is a problem to solve. It is believing that the best real estate solutions are not conventional and create real value for one's business. The satisfaction of thinking outside the box and achieving a client's need is well worth the extra effort and long hours of work.

What inspires you? My family, faith and service to others.

What keeps you awake at night? In June, it is bambino number 2!



Michael D. Holzgang

Colliers International

Years in commercial real estate: 29

Specialty: Corporate Real Estate Advisory Services.

Noteworthy Clients: All of them.

Greatest Career Moment of 2007: Acquiring expansion space in Lloyd Tower to accommodate Integra Telecom's growth as the result of their Eschelon Telecom acquisition.

What is the Best Career Advice You Ever Received? "It takes 20 years to build a reputation and five minutes to ruin it" – Warren Buffet

What is the Most Challenging Part of Your Job? Client bureaucracy in a dynamic market.

What Inspires You Most? Eternity.

What Keeps You Awake at Night? Not much.



Gordon D. King, SIOR

Colliers International

Years in commercial real estate: 25 years.

Specialty: Corporate Real Estate Advisory Services.

Noteworthy Clients: Our real estate team was pleased to serve a wide range of clients in calendar year 2007 (a few of which are referenced below) in such diverse industries as architecture (Ankrom Moisan and SRG Partnership), automotive (Kuni), creative services (Digital One and Mission Control), finance (Countrywide Mortgage and UBS), healthcare (Providence Health System), high technology (Kentrox, Merix and Xilinx), insurance (Liberty Northwest), manufacturing (NACCO and Weyerhaeuser), telecommunications (Integra Telecom), as well as numerous non-profit organizations (including the Girl Scouts and Salvation Army).

Greatest Career Moment of 2007: Realizing at the end of a transaction or consulting assignment that we had provided the highest level of commercial real estate advisory service possible.

What is the Best Career Advice You Ever Received? During my first month in the business, I asked almost everyone I met in the industry: "What is the key to success in commercial real estate?" Ted Kovalt, a broker from a previous generation at Norris Beggs & Simpson, provided the best answer when he said: "You must have the ability to bounce back from this business's inevitable disappointments."



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2ND RUNNERS-UP



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Retail Broker of the Year

WINNER



Jon Kellogg
Commercial Realty Advisors, NW

Years in commercial real estate: 22

Specialty: Retail sales and leasing

Noteworthy clients: Gerding Edlen Development, Regency Centers, Bill Naito Company, Whole Foods Market

Greatest career moment of 2007: Repositioning of the historic Galleria, to bring in Brooks Brothers and Authentic Living, which will serve as a catalyst for other projects in the area and will help link downtown to the West End and Pearl District.

What is the best career advice you ever received? My father, a retail architect, instilled early on the importance of good design and scale in creating a sense of place.

What is the most challenging part of your job? Balancing the rents required, due to the increasing costs of real estate and construction, with the needs of independent retailers which are so important in maintaining Portland's unique environment.

What inspires you? Creating vibrant streetscapes in an urban setting.

What keeps you awake at night? Trying to fit 20,000 square foot tenants, that won't go on two levels, onto 10,000 square foot sites!

RUNNER UP



Doug Magnusen
HSM Pacific Realty

Years in commercial real estate: 10

Specialty: Retail

Noteworthy clients: Verizon, Regis Salons, Subway

Greatest career moment of 2007: Becoming a principal at HSM and completing 32 transactions.

What is the best career advice you ever received? None. I've followed my own instincts and goals to drive my career.

What is the most challenging part of your job? Staying motivated on a warm, sunny August day.

What inspires you? Real estate. It's exciting, entertaining and drives me as an industry to do what I do.

What keeps you awake at night? Raising a family, paying the bills, keeping my health, lowering my handicap.

Rookie of the Year

WINNER



Michelle Maltase
C&R Real Estate Services Co.

Years in commercial real estate: First full year

Specialty: Investment Properties

Noteworthy clients: Every client is noteworthy

Greatest career moment of 2007: Each deal is exciting and challenging in its own way.

What is the best career advice you ever received? Be true to yourself which will translate to the client

What is the most challenging part of your job? Not getting upset over things I cannot control

What inspires you? Family

What keeps you awake at night? I am very content, I sleep well.

1ST RUNNER UP



Jerry Matson
Colliers International

Years in commercial real estate: 2

Specialty: Industrial sales and leasing, North/Northeast Portland

Noteworthy clients: Capstone Partners, Principal Financial, Allegro Corporation, OIA global Logistics, Kamino Transportation, Mergenthaler Transfer, Coherent, Prologis

Greatest career moment of 2007: Completing a 107,000 sq foot lease with OIA at Bybee Lake Logistics Center Phase II.

What is the best career advice you ever received?

"Do something that you enjoy and is worthy of your time and talent" OR "Even a blind squirrel sometimes finds an acorn"
-Paul Breuer

What is the most challenging part of your job? Staying focused despite the antics of entertaining brokers such as John Gibson in the cube next to me.

What inspires you? The opportunity to create choices and options for people I care about.

What keeps you awake at night? Nothing - I'm too exhausted to worry.

2ND RUNNER UP



Charlie Floberg
NAI Norris Beggs & Simpson

Years in commercial real estate: 2

Specialty: Office Leasing and Sales

Noteworthy clients: OHSU, Fortress Investments, Hopper Dennis Jellison PLLC, Portland Trailblazers (all my clients to me are noteworthy)

Greatest career moment of 2007: Completing a deal with my father

What is the best career advice you ever received? I have received a lot of very good advice over my short career, but in general, the best advice I have received is to stay on task and be motivated, be persistent, and to not take rejection personally but to brush it off and to move on to the next deal. When you work with a guy like Clayton Hering you get plenty of great advice.

What is the most challenging part of your job? Cold Calling (aka telemarketing)

What inspires you? Doing a deal - am a people pleaser, I get excited when a tenant finds a space they love or when we have added value to the landlord's investment but putting a quality tenant into their building, I just like putting all the pieces of the puzzle together.

What keeps you awake at night? Many things, but mostly how I am going to find that next big deal and more importantly what am I going to do to obtain it.