



CAR AWARDS 2009

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The Commercial Association of REALTORS Oregon/SW Washington and the Portland Business Journal honored the commercial real estate industry's highest achievers March 5, 2009 at The Governor Hotel. The following are the top achievers in each category.

CAR Member of the Year

Winner-Bob LeFeber



Bob LeFeber is the ICSC Oregon State Alliance Co-Chair and the former State Director. He has been active in the retail development industry for the past 20 years and has been a member of Commercial Realty Advisors Northwest, LLC ("CRA") for the last 10. CRA is licensed in Oregon and Washington and is active in both states. Bob's clients include WinCo Foods, Costco, Standard Insurance Company, Market of Choice and Booster Juice. Current leasing assignments include the redevelopment of Willamette Plaza in Eugene now known as Woodfield Station. Bob is a board member of the Commercial Association of Realtors ("CAR") and the Commercial Real Estate Economic Coalition ("CREEC") and a member of the Urban Land Institute. He is a graduate of Washington University School of Law and has a M.S. in Real Estate from the University of Wisconsin School of Business.

Distinguished Service Award

Winner-Mike Tharp



Mike Tharp joined the staff of NAI Norris, Beggs & Simpson in 1980. He has been involved in many of the major land sales in the area over the last few years, including 300 acres to Genstar in Sherwood, 33 acres to Sentrol in Tualatin, 75 acres to GSL Properties in Troutdale, 65 acres to Toshiba in Hillsboro, 60 acres to Oki Semiconductor in Tualatin, and 466 acres owned by the Sisters of St. Mary of Oregon to Newland Communities. Mike is a recognized expert in residential and industrial land sales/development in the Portland/Southwest Washington area. Mike has over 23 years experience in sales and management. He has been one of the top five salespeople for Norris, Beggs & Simpson three of the past 10 years.

Humanitarian Award

Winner-Roger Qualman



Roger joined NAI Norris, Beggs & Simpson in 1985, as Vice President and Northwest Regional Sales Manager. He was named Northwest Regional Manager in 1989, and in 1993, became Executive Vice President and Partner. From mid 1998 through 2000, Roger managed the firm's Puget Sound office located in Bellevue, Washington. In November 2000, Roger relocated to the Portland area to become Manager of the Vancouver office. He manages the firm's Industrial Sales Division and is responsible for growing all of the firm's service lines in the Southwest Washington region. Roger has been in the commercial real estate industry since 1971 and has extensive experience in commercial development, property management, sales, and marketing. He spent five years in Chicago with national real estate consultants, Real Estate Research Corporation and Rubloff, prior to coming to Portland in 1976.

Investment Broker of the Year

Winner-Chris Johnson



Chris Johnson, a Portland native, has substantial and varied experience in the acquisition and disposition of office and industrial properties. He joined NAI Norris, Beggs & Simpson in 1987 and has since become one of the leading brokers in the Portland market, garnering BOMA's Broker of the Year award numerous times and NAI NBS's Top Producer honor for the past 10 years. Chris' brokerage successes led him to be named a Partner and Executive Vice President with the company in 2000. In 2004, Chris was recognized as the Commercial Association of Realtors Office Broker of the Year. He continues to orchestrate some of the area's most notable deals, such as the sale of ODS Tower for \$123 million, US Bank Tower for \$279.5 million, and One Pacific Square for \$47.95 million.

Investment Broker of the Year

First Runner Up-Buzz Ellis



Buzz is the founding Principal of Pacific Real Estate Partners' Portland office. He began his brokerage career with The Seeley Company in Los Angeles. Prior to joining Pacific Real Estate Partners in 2005, Buzz was a Vice President with Doug Bean & Associates, specializing in office leasing and sales. He has represented numerous developers, institutions and corporations in the disposition, acquisition and leasing of commercial real estate and Kennedy & Associates. Additional recognition Buzz has received include: 2006 CAR Office Broker of the Year, 2004 SIOR Investment Transaction of the Year, 2001 Most Valuable Broker of the Year awarded by (Portland Building Owners and Managers Association), and SIOR member with an active office designation. Buzz has served on the SIOR National Council of Chapter Presidents (2004-2005), the SIPR Board of Directors (2004-2005), as President for SIOR Oregon Chapter (2001-2002); President of CAR in 2002; CAR Board of Directors from 1997 to 2002; and the Realtors Commercial Alliance National Advisory Board 2002-2003. He attended the University of Southern California and Sunnyside Land Use Committee for the Clackamas Regional Center Plan, as a Member of the Board of Directors for the Dougy Center and as a significant fund raiser for Metropolitan Portland Big Brothers Big Sisters. On a personal note, Buzz & his wife Catie are the proud parents of two daughters and three sons. His free time is spent with his family, golfing and enjoying the outdoors.

Rookie of the Year

Winner-Joe Kappler



As a young energetic and tenacious broker specializing in the leasing and selling of commercial property I realized early the key to success was building strong client/broker relationships. To accomplish this meant getting my name in the market, meeting owners and tenants- it meant hours of cold calling, following up and creating something to offer. I was amazed to find the similarity between cold calling and fishing, both of which I love. When cold calling, like fishing, patience and tenacity are the ingredients for success. I return daily to the same pond looking for the fish, casting my line in to the vast water of property ownership. My Faith and Family is most important to me. They help build me up and keep me focused on the right things in life.



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Rookie of the Year

First Runner Up-JJ Unger



J.J. joined the retail division of NAI Norris, Beggs & Simpson in the spring of 2006. He comes to the firm with a strong finance and retail background that will help him best serve our retail clients' needs. J.J. recently worked for Gelazzi, Inc.™ as the Director of Operations and was instrumental during the store's expansion. While attending school, J.J. created a business plan to launch a gelato company in the Colorado area, and this plan played a major role in creating the new venture capital start up. He took the role of General Manager when the first store opened and created and implemented the company's operational systems for build-out, training, inventory and marketing. Prior to Gelazzi, J.J. was a Financial Representative with AIG's American Financial Services™, where he helped increase their customer base by 26% by reestablishing lapsed business relationships. He was ranked as a Top Five loan producer for the western region and led his district in sales.

Retail Broker of the Year

Winner-Alex MacLean



Alex MacLean is a co-founder and partner of Commercial Realty Advisors NW which started in Portland in 1996. Alex began his career at Norris, Beggs & Simpson in 1983 and has been a retail real estate broker in Oregon and SW Washington for over 20 years. Alex represents a variety of retailers throughout Oregon and in 2008 completed three (3) Lowe's transactions including the first Lowe's in Eugene, a second store in Vancouver, Washington and a location in Klamath Falls, which will start construction soon. He also concluded transaction involving Costco, WinCo and Fred Meyer.

Retail Broker of the Year

First Runner Up-Pam Lindoff



With over 15 years experience in retail marketing, Pam Lindoff joined NAI Norris, Beggs & Simpson's Vancouver office in 2000 to specialize in retail sales and leasing in Vancouver. During her tenure, she has built a large client

portfolio consisting of both tenant and landlord representation and is now recognized as one of the leading retail specialists in the growing Southwest Washington market. As a result, Pam was recognized by the Oregon and Southwest Washington Chapter of the Commercial Association of Realtors as the Retail Broker of 2005. She was also invited by the Vancouver Chamber of Commerce to become a member of the Retail Recruitment Committee, which seeks to draw retailers to downtown Vancouver. Pam is also a Certified Commercial Investment Member (CCIM) candidate. Previously, Pam worked exclusively with the retail industry as an Advertising Sales representative for The Columbian newspaper. She developed and implemented marketing programs for retail businesses located throughout Vancouver.

Office Broker of the Year

Winner-Dave Squire



Dave Squire was able to bring his clients significant value in 2008. He represented his clients in the lease and sale of over 663,000 square feet of property valued at over \$82 million. His largest transaction in 2008 involved the sale and lease-back of the Port of Portland headquarters building to Washington Holdings and the subsequent lease of the entire building to a full-building user, all within the same year. In addition, Dave negotiated several major lease renewals for his clients, resulting in significant savings for these businesses. The major leases include a 41,000 square foot lease for Dunn Carney and a 118,000 square foot lease for Comcast and representing Washington Holdings in the 104,000 square foot lease at the Port of Portland building.

Office Broker of the Year

First Runner Up-Jeff Borlaug



Jeff Borlaug specializes in the sale and leasing of suburban properties located in the Portland metropolitan area. Since joining the company in 2000, he has built an impressive client portfolio consisting of major national and local companies, and has distinguished himself as one of NAI Norris, Beggs & Simpson's Top Producers. Jeff's network of contacts, extensive sales experience and intimate market knowledge enable him to effectively market properties and site tenants in optimal locations. Jeff's client roster encompasses a broad range of industries, and his expertise includes tenant advisory services, landlord representation and investment sales. In 2008, Jeff assumed the role of VP, Director of Brokerage. In this position he is responsible for recruitment and retention, broker support services and operations, and training and continuing education. He also

plays a significant role in creating brokerage opportunities and business development.

Industrial Broker of the Year

Winner-Scott MacLean



Since joining NAI Norris, Beggs & Simpson in 1996, Scott has specialized in industrial/flex leasing and sales throughout the Portland area, with a special focus on core areas including Northwest Portland, Southeast Portland and North/Northeast Portland. Over his career, Scott has represented many large tenants, including a 250,000 sf build-to-suit for Staples and the disposition of the Schnitzer Investment Portfolio, with 12 distribution buildings throughout the Portland area. Scott has developed a significant amount of experience working with the redevelopment of older industrial buildings. In 2008, he represented Colgate-Palmolive when the company leased 160,000 sf in Rivergate. He also represented 24-7 in a lease with an option of redevelopment of a 46,000 sf building in Northeast Portland. Some of Scott's other notable transactions in 2008 include the sale of a 75,000 sf building in Northwest Portland to Portland Bindery and Subotnik, and Sierra Construction's purchase of 129,000 sf of land in close-in Northeast Portland and 44,000 sf of land on N. Interstate Avenue. Scott has distinguished himself as an NAI NBS Top 5 Producer five times, and has also been recognized as a CoStar Power Broker.

Industrial Broker of the Year

First Runner up-Steven Klein



Steven has over 27 years of experience in commercial real estate sales and leasing, development, and property management. Steven primarily specializes in industrial, flex, and R & D properties. Prior to joining GVA Kidder Mathews, Steven was a Principal at Trammell Crow Company for over 14 years and served as Executive Director of Insignia/ESG, Inc., managing all lines of business for all product types in the Oregon and Southwest Washington region. During his tenure at Trammell Crow Company, Steven was responsible for overseeing the Industrial Properties Group. Steven has completed over 2.6 million square feet of industrial and business park development and redevelopment projects in the Portland Metro Area Market. Steven's extensive experience enables him to work with owners and property managers to position their assets to increase the renewal and occupancy levels, in turn, increasing the value of the assets. He also has gained a thorough understanding of what is required to manage the transaction, while representing his clients' best interest. Steven has served as the President of the Oregon Chapter of Industrial & Of-