On Tuesday, February 23, the Los Angeles Business Journal hosted the 2016 Commercial Real Estate Awards. The event was held at the Majestic Downtown and was attended by hundreds of Los Angeles’ elite real estate professionals. The awards recognized the biggest, best and most notable commercial real estate projects of 2015. The Business Journal honored the developers, general contractors and architects of these trend-setting developments in Los Angeles County. Additionally, we paid tribute to the region’s top commercial brokers, based on their highlight deals of last year, and their accomplishments are also profiled in these pages.
The Sheraton at The Bloc
711 South Hope Street
Los Angeles

Size: 25,000 sf
Developer: National Real Estate Development, The Ratkovich Company/NREA
Contractor: McGuire Builders, Webcore Builders and Shangri-La Construction
Architect: P + R Architects

The Sheraton at The Bloc was originally built in 1973 and recently received a significant renovation. The lobby, restaurant, amenity deck, rooms and hallways were all remodeled. The hotel’s new design concept plays on the city’s heritage of 1920s glamour while incorporating the clean lines, eco-friendly concepts and materials, and casual luxury of today. The existing lobby escalators were relocated and the floor was raised so guests can arrive directly into the Lobby at street level. New ceilings, casework, floor and wall surfaces were applied. New lobby restrooms were created along with the addition of a new coffee bar and convenience pantry. The existing dining room was completely demolished and a new restaurant and bar interiors were installed. The multi-million dollar metamorphosis includes all of the hotel’s 496 guestrooms and suites, the hotel’s lobby, and all of its ballrooms and meeting room spaces – even The Sheraton’s outdoor spaces have been reimagined for enhanced comfort and style.

LAX Virgin Atlantic Clubhouse
200 World Way
Los Angeles

Size: 4,000 sf
Developer: N/A
Contractor: Clune Construction
Architect: Slade Architecture

Airport lounges are usually all business, serving as utilitarian spaces for travelers to catch up on work or take a conference call before a flight. But Virgin Atlantic’s new Clubhouse in Terminal 2 at LAX injects style and fun into the waiting game. The 4,000-square-foot space, used West Coast living as the inspiration for everything from the decor to the food. A sculptural Corian-and-copper wall serves as a backdrop to the lounge, which is furnished with colorful, curvaceous sofas and chairs.

Cassia
1314 7th St.
Santa Monica

Size: 4,800 sf
Developer: Pacshore Partners
Contractor: Sarlan Builders
Architect: Montalba Architects

The LACMA Nordbye House

Tom Sibley
EXCEPTIONAL PROFESSIONALS.
(in alphabetical order)

Val Achteleier  Stephen Bay  Kevin Bender  R. Todd Doney  Brian Eisendrath
Barbara Emmons  Clay Hammerstein  Bob Healy  Henry Johnson  Darla Longo
Blake Mirkin  Jeff Pion  Richard Rizika  Mike Scimo  Rob Waller

CBRE congratulates our 2015 exceptional professionals in Los Angeles.

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Stephen Bay  Kevin Bender  R. Todd Doney  Clay Hammerstein  Bob Healy  Henry Johnson  Blake Mirkin  Jeff Pion  Mike Scimo  Rob Waller

INDUSTRIAL
David Consani  Dan de la Paz  Jay Dick  Greg Dyer  John Privett  Bret Quinnan  Tres Reid  Kenji Sakai  John Schumacher  Joey Sugar

INVESTMENT
Andrew Briner  Matt Burnett  Cray Carlson  Barbara Emmons  Mike Kendall  Alex Kazakov  Darla Longo  Laurie Lustig-Bower  Dan Riley  Patrick Wade

RETAIL
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CBRE Build on Advantage
Whole Foods Market Distribution Center
5000 Pacific Blvd.
Vernon

A Green Globe certified project constructed on a 9.8 acre ‘Brownfield’ development site, the new Whole Foods Market Distribution Center is capable of shipping and receiving 1.2 million cases of product per month and includes the largest recycling center in the company. The 112,000 sq. ft. warehouse and food storage operation is comprised of individual cold storage compartments ranging in temperature from 55°F to 0°F, allowing for temperature-controlled rooms for different product types. The warehousing facility houses an excess of 900,000 cubic feet of product within its racking system, storing product to a height of 32 feet — equivalent to a 40,000 sq. ft. The racking system is equipped with seismic isolators to prevent damage to property and life safety. A state-of-the-art dock system incorporates vertically stored levelers to minimize openings and potential leaks in the building envelope as well as a fully automated system including master controlled overhead doors, levelers, lights, etc.

Mission 71 West Business Park
1885 W Mission Blvd.,
1889 W Mission Blvd.,
1937 W Mission Blvd., and
1933 W Mission Blvd., Pomona

Mission 71 West Business Park is a 495,000 square foot, four-building manufacturing and industrial park covering 25 acres in the City of Pomona. It is the fourth and final phase of Seventh Street Development’s 19-building, 2,000,000 square foot, 91-acre redevelopment of the former General Dynamics Naval Weapons Plant. Due to the blighted condition of the site prior to development and the big-name manufacturing and industrial users it ultimately brought to Pomona, this final Phase had the most positive impact of all the phases on the surrounding community.

Port of Long Beach Pier E Battery Exchange
1200 Pier E Street
Long Beach

Size: 14,362 sf
Developer: Port of Long Beach
Contractor: W.E. O’Neil Construction
Architect: AECOM
A Community
Transformed

Mission 71 West Business Park

Seventh Street Development expresses its appreciation to the following team members who helped in the transformation of West Pomona:

City of Pomona
HBI Construction, Inc | General Contractor
MacDavid Aubort & Associates | Architect
Walden & Associates | Civil Engineer
Colliers International | Listing Agent
Farmers & Merchants Bank | Construction Lender

Photo credit: Sharyn Sakimoto, At Play Photography.
The construction of the $135 million dollar state of the art PIH Plaza Tower, Link Corridor and courtyard overcame significant challenges in construction and provided the area with much-needed jobs and health professionals while centralizing hospital services. The phasing of the project was key to allow the hospital to remain operational. To remain open, the underpinning of two operational surgery centers was necessary to allow the tower and corridor to be built without interrupting surgery services. Once complete, the existing surgery center was removed and all services moved to the Plaza Tower with no interruption of services. The five-story link corridor was built to connect the east campus buildings to the Shannon Tower. The courtyard was built to serve as a space for staff and patients to relax and enjoy the outdoor space. The outdoor space is healing and is landscaped to connect patients to nature to help with the healing process.
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CONGRATS TO DAUM’S 2015 PRESIDENT’S CLUB
**Village at Santa Monica**  
1705 Ocean Avenue  
Santa Monica

**Size:** Residential Tower: 500,000 sf; Parking: 310,000 sf  
**Developer:** Related Companies of California  
**Contractor:** Pankow Builders  
**Architect:** Large Architecture

The Village is the first major residential development built on Santa Monica’s prime Ocean Avenue in the last 20 years—a unparalleled location within walking distance to the beach and all of Santa Monica’s coastal highlights. Pankow provided preconstruction and construction services for this 318-unit (a mix of affordable and market-rate housing) residential and retail development off Ocean Avenue with a three-level, below-grade parking garage along with walkable plazas and gardens. The project included 160 affordable apartments and 158 condominiums in five structures. This high-profile project was built up to the property lines on all sides. Pankow partnered with the City of Santa Monica on the affordable housing component and worked closely with the City on all aspects of the project. The project team coordinated all site logistics phases with its neighbors and the City of Santa Monica, including: traffic control, pedestrian protection, tower cranes, work hours and shared utilities.

---

**NMS @ La Cienega**  
375 N. La Cienega Blvd.  
Los Angeles

**Size:** 198,659 sf  
**Developer:** NMS Properties  
**Contractor:** Frymer Construction  
**Architect:** Killefer Flammang Architects

NMS @ La Cienega is a five-story, 125-unit luxury-living, mixed-use residential building along a major transit corridor in Los Angeles including 7,900 sf of ground floor retail space and an array of residential amenity spaces. Among the varied floor plans are primarily one- and two-bedroom residences with expansive windows and balconies that adjoin all apartments. The ground floor is home to unique loft style residential units with polished concrete floors and multi-plane sliders that open onto private patios along a garden walk.

---

**Avant South Park**  
1402 S. Figueroa Street  
Los Angeles

**Size:** Phase One – 300,000 sf; Phase Two – 235,000 sf  
**Developer:** Century West Partners  
**Contractor:** Driver Urban  
**Architect:** GMP Architects

Avant South Park is a 140,000 square foot mixed-use project located in South Park, downtown Los Angeles. The project includes 150 luxury apartments and 6,000 square feet of retail. The project features state-of-the-art amenities such as an all-season rooftop pool, fitness center, social lounge, and a virtual reality facility. The project has won numerous awards for its architectural design and innovative features.
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To learn more, visit dukerealty.com/california or call 949.797.7000 today.
Gibson Santa Monica
1317 7th Street and 702 Arizona Avenue
Santa Monica

Gibson Santa Monica is a 106-unit, mixed-use development project located in the heart of Santa Monica, within walking distance to 3rd Street Promenade and a variety of local, vibrant amenities. Gibson Santa Monica boasts a 91 Walk Score and offers residents a variety of bike-friendly amenities as well as an 84 Bike Score to boot. Upscale units feature flexible, tech-friendly floorplans and superb contemporary finishes, electronic keyless entry, USB charging ports, built-in Bluetooth audio system with in-wall speakers, just to name a few. Robust amenities are designed to meet growing demand among renters foregoing the for-sale market, but who still want an exceptional and fitness-friendly living environment. Unique amenities include: a rooftop deck lounge, surfboard lockers, dedicated bike lockers and bike repair vending machine, among others. The development also gives back to the local Santa Monica community through its generous "Gibson Gives" program, which is currently partnered with the Santa Monica Police Activity League (PAL).

Hollenbeck Terrace
630 S. St. Louis Street
Los Angeles

After sitting vacant for over 20 years, the historic Linda Vista Hospital in Los Angeles’ Boyle Heights neighborhood has been redeveloped into 120 affordable senior units by AMCAL Multi-Housing. The prominent Spanish Mission-style hospital campus was built in the 1920s and 1930s, originally serving the employees of the Santa Fe Railroad and subsequently becoming a community hospital. With its appealing historic architecture, ample landscaped grounds, proximity to a large public park, and urban location, the site was a natural fit for adaptive reuse into housing.

Micropolitan at Urban Lights
739 Ogden Dr.
Los Angeles

Size: 44,464 sf
Developer: Micropolitan
Contractor: Frymer Construction
Architect: Killefer Flammang Architects

Size: 44,464 sf
Developer: AMCL Multi-Housing Inc.
Contractor: AMCL General Contractors
Architect: Killefer Flammang Architects

Size: 75,735 sf (retail and residential combined)
Developer: Century West Partners
Contractor: Driver Urban
Architect: DFH Architects

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COMMERCIAL REAL ESTATE AWARDS

Best Office Project

The Collective
11985-12015 W. Bluff Creek
Playa Vista

The main goal of the Collective project was to create a new paradigm for ground-up construction in the creative office market. The key elements for this Playa Vista-based model were to create buildings with personality, authenticity and attention to design and fabrication. The project is comprised of 5 two-story buildings totaling more than 200,000 sf. The environment celebrates a unique connection to nature and features more than 30 private landscaped areas that encourage spontaneous connections between work and play. The roof forms and building mass were designed to take advantage of the solar orientation of the site and to maximize the glazing ratio for energy performance. The interior architecture of the project has amazing interior height and a feeling of spaciousness. The inspiration came from the prototypical bow truss building and was further inspired by the historic Hercules Hanger that is located nearby.

Size: 200,150 sf
Developer: Tishman Speyer
Contractor: Turner Construction
Architect: Shimoda Design Group

Boingo Wireless
10960 Wilshire Blvd., Floor 23/24
Los Angeles

The Boingo Wireless headquarters is a transformational work environment that embodies the Boingo brand, enhances communication and collaboration among staff, and integrates the highly technical infrastructure and wireless technology that is at the core of their business. The existing office building came with a two-story opening and sweeping spiral stair, which was buried in layers of drywall. The stair was stripped down to its structure and reclad with a sleek curved glass rail. This gave it new life as representation of the connected spirit of Boingo's culture.

Size: 50,000 sf
Developer: Boingo Wireless
Contractor: Howard Building Corporation
Architect: Gensler

Fullscreen, Phase 1
12130 Millennium Dr.
Los Angeles

Size: 40,000 sf
Developer: Savills Studley
Contractor: Howard Building Corporation
Architect: Rapt Studio
Would like to congratulate all the award winners in this year's Los Angeles Business Journal Commercial Real Estate Awards.

Congratulations!

Sharpe Interior Systems, Inc.
28045 Harrison Parkway // Valencia, CA 91355-4190 // 818.767.4474 // 818.504.9381 fax // License #438612
info@sharpeinteriorsystems.com
The Broad
221 S. Grand Avenue
Los Angeles

Size: 120,000 sf
Developer: The Broad Foundation
Contractor: MATT Construction
Architect: Diller Scofidio + Renfro in collaboration with Gensler

The Broad is a striking new museum that invites the public to enjoy Eli and Edythe Broad’s renowned collection of postwar and contemporary art. The complex also includes a 3-story partly-subterranean garage and a 24,000 sf elevated plaza. Engineers and Builders collaborated closely with the executive architects, using 3-D modeling and physical mockups to determine how best to realize the design vision. To fit in yet stand out amongst the city’s most prestigious structures, The Broad visually inverts the qualities of its imposing next-door neighbor: Where Disney Hall is metallic, shiny, smooth and “sculpturally exuberant,” The Broad is matte, textured and more restrained in contour. The Broad establishes its own unique identity in a way that harmonizes with the neighborhood. Swathing the museum’s front on Grand Avenue and a short distance around either corner, a veil incorporates a cladding of GFRC panels. Inside, the designers aimed to provide expansive column-free galleries – the one on the 3rd floor is nearly an acre.

Manhattan Beach Public Library
1320 Highland Avenue
Manhattan Beach

Size: 21,500 sf
Developer: Los Angeles County Department of Public Works
Contractor: C.W. Driver
Architect: Harley Ellis Devereaux

This $26 million project consisted of a new two-story 21,500-square-foot County library facility in the City of Manhattan Beach Civic Center to provide improved library services for the community. The new library includes adult reading areas, teen and children’s areas, group study rooms, a community meeting room for 100 people, and an expanded collection of 100,000 books and other library materials. The project was successfully completed on schedule and approximately $2.5 million under budget using the design-build delivery approach.

USC Annenberg
3630 Watt Way
Los Angeles

Size: 88,000 sf
Developer: USC
Contractor: Bernard Brothers
Architect: Harley Ellis Devereaux
BUILDING WHAT MATTERS

Announcing the completion of Whole Foods Cold Storage in Vernon. A Green Globe certified project, the facility is capable of processing 1.2 million cases of product each month and also houses the company’s largest recycling center. Two of three original buildings were demolished and replaced with a 112,000 square foot structure featuring administrative offices and warehouse space. New utilities were added to the 9.8 acre site and the original underground high voltage transmission line relocated. A separate design-build 45,000 square foot structure was retrofitted to accommodate the recycling and processing of fruit/vegetable waste collected from all of its stores. A new depressed loading dock, staging area for compost compactors, bailers, forklifts, lighting, ventilation and façade upgrades completes the new perishable food DC project.

BUILDING GREEN MATTERS

The new distribution center maximizes sustainability efforts—salvaging materials from the demolished structures for future use; reusing stone based materials as structural fill; and allowing the open ceiling design to fill the new facility with natural light. The energy-efficient, perishable food facility is equipped with energy-efficient ammonia-based refrigeration, temperature controlled fruit ripening rooms, a photovoltaic system, grey water system, high speed insulated doors, underfloor heating system, and LED motion sensors. An on-site storm water system and large percolation basins effectively captures all water runoff and minimizes downstream waste.

www.wlbutler.com | 949.587.2200
Petersen Automotive Museum
6060 Wilshire Boulevard
Los Angeles
Size: 200,000 sf
Developer: Petersen Automotive Museum
Contractor: MATT Construction
Architect: Kohn Pederson Fox/House & Robertson Architects

The Petersen Automotive Museum is freshened up with a state-of-the-art interior and a flashy exterior that literally lights up Museum Row. In short, the museum has received the same meticulous restoration and customization as the cars in its amazing collection. The team gutted the interior and added 15,000 sf of gallery space by moving the museum’s third floor offices to a stylish new 25,000 sf suite in the basement. They also replaced the former department store escalator with a central spiral staircase that provides views of the Petersen’s new “showroom floors.” Also added was a car-sized elevator and innovative platform-and-caster system that makes it easier to change exhibits more frequently. The new Petersen has a supercharged stable of attractions people of all ages and interests can enjoy: 25 galleries of updatable, cutting-edge interactive exhibits, enhanced static displays, augmented reality, and immersive experiences.

Weingart-Lakewood Family YMCA
5835 Carson Street
Lakewood
Size: 24,715 sf
Developer: YMCA of Greater Long Beach
Contractor: W.L. Butler Construction
Architect: Studio One Eleven

For the Weingart-Lakewood Family YMCA’s redevelopment, the portion of the site fronting Carson Street was cleared to provide a new 16,000 square foot addition, intended to create a strong architectural identity. The original undersized lobby was replaced with a stunning double height corridor. Abundant windows fill the space with natural light linking all of the new and existing spaces. The size of the facility doubled to 32,000 square feet, enabling the addition of an exercise room, family changing area, yoga room, teen center, board room and teaching kitchen.

The Historic Masonic Temple Building
234 S. Brand Blvd.
Glendale
Size: 25,000 sf
Developer: Caruso Affiliated Holdings
Contractor: W.E. O’Neil Construction
Architect: Gensler

The Historic Masonic Temple Building received the Silver Award. It is currently being restored to its former glory and will feature a new façade, interior upgrades, and enhanced amenities.
Located in the heart of the Burbank Media District.

The Tower offers the ideal environment for media and entertainment related companies.

Amenities include a tenant exclusive health club, valet parking, a café operated by Olive & Thyme and a tenant lounge with arcade games, a pool table and a video game console.
Louis Vuitton
295 North Rodeo Drive
Beverly Hills

Louis Vuitton’s latest facelift—the newly renovated mansion on Rodeo Drive—is a showstopper! The team completed the renovation of this iconic 12,675 sf flagship, which included a complete back-of-house millwork package, interior finishes and new stone and wood flooring. Shawmut constructed the new façade of the corner entrance to reflect its luxurious surroundings, installing massive twisted ribbons of stainless steel and ivory lacquer complete with two-story high windows. The third floor of this space is complete with VIP dressing room that includes custom glass walls. The Shawmut team also installed barrisol wall and ceiling panels, all new HVAC systems, new elevators and custom lighting. The store features many different interior designs spanning from a massive aluminum and stainless steel inverted palm tree sculpture, to a custom linear staircase that seamlessly connects the three-story store. The project team didn’t stop at the third floor interior, too much of the client satisfaction, Shawmut installed glass panel sliding doors that lead customers onto the terrace.

Bespoke Cycling Studio
735 S. Figueroa Street
Los Angeles

Contractor Tom Ottenstein of Howard CDM and the team worked through several challenges and obstacles to not only build Bespoke Cycling Studio’s downtown Los Angeles flagship store by the set deadline, they also managed to stay close to the budget of the original estimate, despite the obstacles. Ottenstein continually brought solutions to unique challenges and remained calm throughout the process. The inviting, contemporary and strikingly attractive design opened on time and captures the spirit of the Bespoke Cycling brand.

Westlake Plaza
2725 Agoura Rd.
Westlake Village

GOLD AWARD

AN ADVERTISING SUPPLEMENT TO THE LOS ANGELES BUSINESS JOURNAL
FEBRUARY 29, 2016
### Leaders in Real Estate Solutions

ARA, A Newmark Company is the largest full-service investment advisory firm in the nation that focuses exclusively on the brokerage, financing and capital sourcing of multihousing properties including conventional, affordable, distressed assets, notes sales, seniors, student, manufactured housing and multihousing land. ARA Newmark is comprised of the country’s top investment professionals who leverage a unique and fully integrated cooperative business platform of shared information, relationships and technology driven solutions. ARA Newmark’s unified enterprise approach ensures that clients are delivered the broadest asset exposure, effective matching of buyers and sellers, and the shortest transaction timeframes in the industry. ARA Newmark continues to expand its footprint across the country, most recently by hiring one of this region’s most well-known multihousing experts, Curtis Palmer, to lead the Southern California operation. This combination of global resources, unparalleled market expertise and nationwide presence in the multihousing marketplace has resulted in an annual production volume of more than $13.4 billion in real estate transactions in 2015.

![ARA Logo](image)

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<tr>
<td><strong>Darren Bell</strong></td>
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<tr>
<td>Senior Vice President, Leasing</td>
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<td>(310) 203 - 9179 • Los Angeles, CA • <a href="mailto:dbell@topa.com">dbell@topa.com</a></td>
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| **Lisa Friedman** |
| Leasing Associate |
| (805) 604 - 7112 • Ventura, CA • lfriedman@topa.com |

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Bloom Energy - Staples Center Fuel Cell
909-986 Chick Hearn Court
Los Angeles

Size: 1,300 sf
Developer: Bloom Energy
Contractor: W.E. O’Neil Construction
Architect: Salas O’Brien

In Bloom Energy Staples Center project involved the installation of alternate energy source boxes at the Staples Center. This project included building the foundation of an elevated platform to accommodate the Bloom Energy fuel cells over an existing underground service entrance. Work included necessary auxiliary equipment, water, natural gas, mechanical and electrical connections to the building infrastructure and existing utilities. The 500,000 watt fuel cell project generates power through a clean and efficient electrochemical process, which provides approximately a third of the power required by the venue each year. The Bloom Energy Servers will also reduce Staples Center’s carbon emissions by 2.2 million pounds of carbon annually, a 39% reduction compared to electricity purchased from the local utility. Bloom Energy fuel cells produce fuel and air that do not burn or create pollutants that harm the environment. The purchase of the new technology for the downtown arena furthers Staples Center’s reputation as “the most efficient arena in the world.”

Metro Division 13 Bus Maintenance Facility
920 North Vignes
Los Angeles

Size: 217,074 sf
Developer: Los Angeles County Metropolitan Transportation Authority
Contractor: McCarthy Building Companies Inc.
Architect: RNL Design

The Los Angeles Metro Division 13 Bus Maintenance and Operations Facility’s structure, currently in the process of receiving its LEED Gold certification, is equipped with sustainable and environmentally friendly functions. The building incorporates a water recycling system under the structure, which is intended to reuse rainwater for bus washing and property maintenance. Another sustainable feature integrated into the design of the structure is Photovoltaic Solar Panels on the roof and south façade of the facility. These panels will generate 351 kilowatts of natural power annually.

150 Orange Grove
150 N. Orange Grove Blvd.
Pasadena

Size: 123,203 sf
Developer: SteelWave
Contractor: SteelWave CDS
Architect: HLW
LEADING MAKER

of

L.A.’s ECONOMIC

ENGINES

This is where individuals rise and through them, we all do. See how CSUN graduates impact the region at CSUN.EDU/RISE
Red Bull
1630 Stewart St.
Santa Monica

Red Bull North America needed additional office space in very close proximity to its current offices in Santa Monica. It leased 1630 Stewart St., originally a brick making factory, among other incarnations, and launched the project to transform the space into a world-class hub for its North American headquarters. The team collaborated with the City of Santa Monica in order to determine the potential for structural adjustments, ultimately adding approximately 20,000 sq. ft of mezzanine floor space to comply with City requirements. The project incorporated the building’s existing charm– red brick and steel columns, as well as the Red Bull culture in a cohesive design. The focal point of the overall design is a series of floating conference rooms on the mezzanine, which are angled to add perspective to the space. Each room includes a balcony that overlooks the open 1st floor and provides the potential venue to address the entire team at once.

Steelcase Worklife Center
Los Angeles
1150 South Olive Street,
32nd Flr
Los Angeles

Steelcase moved from a storefront in Santa Monica to the 32nd floor of a high-rise building downtown. What is unique about the Steelcase WorkLife Center is not the move, but the company’s approach to leveraging real estate to help innovate and drive growth. The space is the quintessential showcase for innovation and new solutions for better working, better living and better health. Steelcase and its project team have effectively woven design, technology, smart environments and human behavior to illustrate a better place to work.
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Marc Renard
Vice Chairman & Executive Managing Director
Cushman & Wakefield of California, Inc.

- Total Annual Results by Deal Value: $25 Billion
- Notable Transaction: 800 Wilshire Boulevard, a 226,000 sf, 16-story office building

Gold Award

R. Todd Doney
Vice Chairman
CBRE Group, Inc.

- Total Annual Results by Deal Value: $861 million
- Total Annual Square Footage: 3.3 million

Silver Award

For more than three decades, R. Todd Doney has achieved a record of performance few commercial real estate brokers in Los Angeles can claim. This past year was no exception; throughout 2015, the CBRE Vice Chairman completed 148 lease and sale transactions valued at over $861 million encompassing more than 3.3 million square feet of space.
TO ALL THE 2016 COMMERCIAL REAL ESTATE AWARD WINNERS

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COMMERCIAL REAL ESTATE AWARDS

ROOKIES OF THE YEAR

McCarthy congratulates the team from LA Metro-Division 13 Bus Maintenance and Operations Facility on winning SILVER for Best Sustainable Project in this year’s Commercial Real Estate Awards.

SEAN WESTGATE
Associate
Marcus & Millichap

JIM SCHUCHERT
Associate
Matthews Retail Advisors

GOLD AWARD

SILVER AWARD

TOTAL ANNUAL RESULTS BY DEAL VALUE: $40.3 million
NOTABLE TRANSACTION: 5500 West Washington Blvd., Los Angeles for $4.52 million

In 2015, 26-year-old Sean Westgate closed a total of 15 deals, achieved a total sales volume of $40,296,356 and earned the firm’s Sales Recognition Award as well as the coveted and highly contested “Rookie of the Year” award for the Encino Office. One of his largest transactions last year was the $4.52 million sale of 5500 West Washington Boulevard, an industrial asset in Los Angeles. He specializes in multifamily investment property sales and serves as an associate member of the firm’s National Multi Housing Group.

TOTAL ANNUAL RESULTS BY DEAL VALUE: $24 million
TOTAL NUMBER OF ROOKIE-YEAR SALES: 18

Jim Schuchert came on strong in 2015 for clients of Matthews Retail Advisors. Representing both institutional and private clients, Schuchert showed an impressive first-year performance, closing over $24 million in retail sales. In addition to closing 18 sales in the past 10 months, Schuchert also played an important role in many additional transactions, collaborating with fellow agents to identify up-leg opportunities for clients.

CONGRATULATIONS
TO ALL THE 2016 COMMERCIAL REAL ESTATE AWARD WINNERS

Marcus & Millichap
Real Estate Investment Services

MATTHEWS RETAIL ADVISORS
CBRE Vice Chairmen Darla Longo and Barbara Emmons, along with Michael Kendall, Andrew Briner and Rebecca Perlmutter Finkel represented the seller, Pancal 11525 Shoemaker LLC, in the purchase of Greenstone Logistics Center, a brand new, Class A industrial building for $72.5 million. The property is 100 percent leased to FedEx Ground through June 2029. The team was able to put the property under contract in less than seven weeks with the buyer, TIAA-CREF.

VITAL STATISTICS:
- PROPERTY ADDRESS: 11688 Greenstone Ave.
  Santa Fe Springs
- DEAL VALUE: $72.5 million
- SQUARE FOOTAGE: 327,934

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Michael Lawrence and David Black of Marcus & Millichap represented the seller of a single tenant office building at 17101 & 17121 Central Avenue in Carson. The 94,230 sf property was sold for $12,173,937 and closed escrow on July 24th of last year.

VITAL STATISTICS:
- PROPERTY ADDRESS: 17101 & 17121 Central Ave.
  Carson
- DEAL VALUE: $12.17 million
- SQUARE FOOTAGE: 94,230

Michael Lawrence, Senior Director, Institutional Property Advisors Marcus & Millichap

David Black, Vice President, Investments Marcus & Millichap
COMMERCIAL REAL ESTATE AWARDS

BEST INDUSTRIAL LEASE

VITAL STATISTICS:
- PROPERTY ADDRESS: 300 Westmont Drive, San Pedro
- DEAL VALUE: $36.7 million
- SQUARE FOOTAGE: 421,187

CBRE’s Tres Reid represented the landlord, Port Distribution Center LP, on the 421,187 sf industrial lease located at 300 Westmont Drive in San Pedro. Reid, alongside team member Greg Dyer, managed to market the property as being the best location for Nippon Express, due to its location directly across the street from the Port of Los Angeles. Due to Reid’s analysis, Nippon Express decided to renew their lease.

GOLD AWARD

TRES REID
Senior Vice President
CBRE Group, Inc.

VITAL STATISTICS:
- PROPERTY ADDRESS: 2100 Yates, Montebello
- DEAL VALUE: n/a
- SQUARE FOOTAGE: 374,370

When long-term tenant Amcor vacated its manufacturing facility at 2100 Yates in Montebello, property owner Prologis retained John McMillan and Jeff Sanita of Cushman & Wakefield to bring the building to market for lease. McMillan and Sanita entertained multiple offers and just a few months later orchestrated a long-term, full-building lease with WestRock, a leading provider of paper and packaging solutions in the consumer and corrugated markets.

SILVER AWARD

JOHN MCMILLAN
Executive Vice President
Cushman & Wakefield of California, Inc.

GREG DYER
Senior Vice President
CBRE Group, Inc.

SILVER AWARD

JEFF SANITA
Senior Director
Cushman & Wakefield of California, Inc.

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In June of 2015, Michael Zietsman and Patrick Inglis of JLL represented G&L Realty Corporation in the sale of nine medical office buildings encompassing 446,679 sf in Beverly Hills, Tustin and La Jolla for a total value of $449 million. The majority of the portfolio’s value is comprised of five buildings located in the Golden triangle area of Beverly Hills – home to many leading medical professionals. The sale of these five buildings represents one of the largest commercial real estate sales in that sub-market within the last two decades.

VITAL STATISTICS:  
⇒ PROPERTY ADDRESS:  
Multiple locations in Beverly Hills, Tustin and La Jolla  
⇒ DEAL VALUE: $449 million  
⇒ SQUARE FOOTAGE: 446,679

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Jonathon Larsen and Chandler Larsen of Avison Young completed the largest new lease in Downtown Los Angeles in 2015. Last May, Larsen closed a $125 million, 15-year, 215,230 sf lease on behalf of his client. The space is within the prestigious 72-story, U.S. Bank Tower in the heart of Downtown. Built in 1989, the property totals 1.4 million sf and is the tallest building in California, the eleventh tallest in the United States, and the tallest west of the Mississippi River.

VITAL STATISTICS:
- PROPERTY ADDRESS: 633 W. 5th Street
  Los Angeles
- DEAL VALUE: $125 million
- SQUARE FOOTAGE: 215,230

John Eichler, Andrew McDonald, Peter Collins, and Tyler Stark of Cushman & Wakefield’s Downtown L.A. office represented the landlord, OUE, at 633 W. Fifth Street (U.S. Bank Tower, the tallest building west of the Mississippi) in a 212,000 square foot 15-year lease transaction that closed in June 2015.

VITAL STATISTICS:
- PROPERTY ADDRESS: 633 W. 5th Street
  Los Angeles
- DEAL VALUE: $115 million
- SQUARE FOOTAGE: 212,000

John Eichler
Executive Director
Cushman Wakefield

Andrew McDonald
Executive Director/
Market Leader
Cushman Wakefield

Peter Collins
Director
Cushman Wakefield

Tyler Stark
Associate
Cushman Wakefield
VITAL STATISTICS:

PROPERTY ADDRESS: 1301-1391 East Gladstone St. Glendora

DEAL VALUE: $111 million

SQUARE FOOTAGE: 340,000

Owner and developed by an overseas family that self-managed and maintained the property since it was developed in 2007, Kyle Miller and Bill Bauman of Savills Studley were able to source an institutional buyer (UBS) who was able to reach the pricing expectations of the ownership ($111,000,000). This was an off-market transaction that took well over a year to put together and ultimately transfer. The property was 98% leased at the time of sale. Overall both the buyer and seller were satisfied with the results.

GOLD AWARD

KYLE R. MILLER
Senior Managing Director
Savills Studley - National Retail Services Group

BILL BAUMAN
Executive Vice President
Savills Studley - National Retail Services Group

VITAL STATISTICS:

PROPERTY ADDRESS: 5960 Sepulveda Blvd., Van Nuys

DEAL VALUE: $18.5 million

SQUARE FOOTAGE: 53,802

Lior Regenstreif, First Vice President of Investments for Marcus & Millichap, served as the selling and listing agent and proceeded to close escrow March 13th of last year on a 53,082 sf net leased department store at 5960 Sepulveda Boulevard in Van Nuys for $18,500,000.

SILVER AWARD

LIOR REGENSTREIF
First Vice President Investments
Marcus & Millichap

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Michael Zietsman
Managing Director
Head, Southwest Capital Markets

Patrick Inglis
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CBRE’s Vice Chairman Richard Rizika, along with Vice President Xan Saks, represented Fresh & Easy in the sale of a 94-property leasehold portfolio throughout California, Nevada, and Arizona. The portfolio totaled 1,393,724 square feet, with 33 locations in Los Angeles county. The team had to market the 94 properties within an extremely short timeframe because the seller had become bankrupt. The team worked successfully to get the highest offers while being unable to negotiate and change existing leases.

VITAL STATISTICS:
► PROPERTY ADDRESS: 94-property portfolio with various locations
► SQUARE FOOTAGE: 1,393,724

CBRE’s Scott Riddles, Derek Fitch, Rob Crumly and Trace Rouda represented the tenant, Dick’s Sporting Goods, on a lease to occupy 83,100 square feet of retail space at Los Cerritos Center in Cerritos, which will make it the largest Dick’s Sporting Goods store in Southern California.

VITAL STATISTICS:
► PROPERTY ADDRESS: 239 Los Cerritos Center Cerritos
► DEAL VALUE: $18.32 million
► SQUARE FOOTAGE: 83,100
**VITAL STATISTICS:**

- **PROPERTY ADDRESS:** 2231 Western Ave.
  Los Angeles
- **DEAL VALUE:** $9.7 million
- **SQUARE FOOTAGE:** 175,396

The hospital on Western Avenue in Los Angeles was closed over three years ago and needed to be sold. The brokerage team of Bryan Lewitt and Chris Isola was hired by Pacific Health Corporation to sell the asset. The team faced the challenge to market the building as a repurposing opportunity, eventually selling the building to CIM Group for $9.7 million. The company plans to reposition the asset for retail use and is sure to become a great example of a creative revitalization of an obsolete building.

**VITAL STATISTICS:**

- **PROPERTY ADDRESS:** 2703 S. Towne Ave.
  Pomona
- **DEAL VALUE:** $6.5 million
- **SQUARE FOOTAGE:** 11,549

John Smelter (listing agent) and Joshua Rey, Pablo Rodriguez and Richard Vincent (selling agents) closed the sale of this 11,549 sf, single-tenant, freestanding asset (built in 2014) which will now serve as the DaVita Dialysis Treatment Center, ideally located adjacent to the 71 and 60 freeway interchange in Pomona.
CEdars-Sinai Medical Group surprised many when they snapped up the entire 33,044 square feet of this property for a new regional office. They signed an eleven-year lease. The developer did not initially expect medical tenants, but the creative office attributes were attractive to Cedars. The project includes 220,000 square feet of retail that includes a Whole Foods, Starbucks, and CVS. This is an exciting move for Cedars and could be a sign of things to come for medical tenants throughout the region.

VITAL STATISTICS:
- PROPERTY ADDRESS: 3828 Shaufele
- Long Beach
- DEAL VALUE: $25.14 million
- SQUARE FOOTAGE: 33,044

MEMorial Care was looking to expand into suburban Long Beach and was also looking to occupy a Class-A building that reflects the quality of care provided by the organization. With the help of Bryan Lewitt and Chris Isola, Memorial Care’s move to 3828 Shaufele Ave will expand delivery of care in the suburban Long Beach market.

VITAL STATISTICS:
- PROPERTY ADDRESS: 3828 Shaufele
- Long Beach
- DEAL VALUE: $7.15 million
- SQUARE FOOTAGE: 22,365
CBRE’s Ray Eldridge and Michelle Jefcoat represented the seller, Gerding Edlen, on the sale of Novella Redondo, a 105-unit luxury apartment community located in Redondo Beach. Novella Redondo was one asset in a seven-property multi-market multifamily portfolio offered for sale by CBRE in a transaction led by Phoenix-based Tyler Anderson and Boston-based Simon Butler. Offered both as a portfolio and as individual assets, the properties were sold to multiple entities at an aggregate price that exceeded $372 million.

**VITAL STATISTICS:**
- **PROPERTY ADDRESS:** 616 Esplanade Redondo Beach
- **DEAL VALUE:** $50.75 million
- **SQUARE FOOTAGE:** 82,166

**GOLD AWARD**

In 2015, Ronald Z. Harris, Paul Darrow and Michael DiSimone closed the $47 million sale of Montiavo at Bradley Square, an apartment complex in Santa Maria. This was in the same year that Harris and team also closed the $39.1 million sale of The Shrine Collection, a student housing portfolio located in the University of Southern California’s (USC) north campus.

**VITAL STATISTICS:**
- **PROPERTY ADDRESS:** Multiple addresses in Los Angeles
- **DEAL VALUE:** $47 million and $39.1 million
- **SQUARE FOOTAGE:** various

**SILVER AWARD**
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Matthew Kanner is a top-producing multi-family real estate sales broker and president of The Kanner Group of Keller Williams. He leads a team committed to trust, integrity and building wealth for clients through comprehensive, cutting-edge real estate investment advisory, research, transaction, and marketing services.

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COMMERCIAL REAL ESTATE AWARDS | BEST LAND SALE

VITAL STATISTICS:

► PROPERTY ADDRESS: 6th Alameda
Los Angeles
► DEAL VALUE: $130 million
► SQUARE FOOTAGE: 634,670

CBRE Senior Vice President Brad McCarthy, along with Brandon Gill and Art Rasmussen represented the seller, Lowe Enterprises, on the $130 million land deal totaling 14.57 acres and 300,000 square feet of two existing building structures. Situated at 6th and Alameda, the land is located in the center of the Arts District, one of the most sought-after locations in Los Angeles. The team marketed the site on a global basis, receiving interest from every part of the world.

VITAL STATISTICS:

► PROPERTY ADDRESS: 9430 Wilshire Blvd.
Los Angeles
► DEAL VALUE: $40 million
► SQUARE FOOTAGE: 16,462

CBRE Executive Vice President Laurie Lustig-Bower represented the seller, Ace Gallery, on the $40 million, 16,462-square-foot redevelopment site located at 9430 Wilshire Boulevard in Beverly Hills. Lustig-Bower and her team marketed the property as a redevelopment opportunity with the potential to change zoning to accommodate a high-rise development.
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