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**SAN FRANCISCO Business Times** **RAPID BUYR**

## REAL ESTATE / By J.K. Dineen and Blanca Torres

# Orchard Partners' spree nets four industrial plots

Orchard Partners has been on a buying spree. In the last five months, the Lafayette-based investment firm bought four industrial properties totaling 1.5 million square feet, including the 323,254-square-foot Huntwood Logistics Center in Hayward and the 191,989-square-foot Dowe Industrial Center in Union City.

The Hayward property, at 31353 Huntwood Ave., is fully leased to Mohawk Industries Inc., a maker of flooring materials, and sits on about 15 acres.

The property is a "rare asset" in the Bay Area market in terms of size, quality, and location, said Jeff Starkovich, a broker with Cassidy Turley BT Commercial, who represented Orchard in the deal along with Jay Hagglund.

The other East Bay building, at 33300 Dowe Ave., sold for \$12.4 million and is leased to Southern Wine & Spirits, a beverage distributor with a large presence in Union City.

The firm also bought a 72,281-square-foot of building on 3.12 acres at 8190 Byron Road in Whittier and a two-building, 885,263-square-foot warehouse complex on 45.55 acres in Auburn, Wash.

The deals indicate that industrial property buyers — both owner-users and investors — are no longer sitting on the sidelines.

"Institutional investors are looking at buying high-quality, fully-leased properties," said Jon Cook, a broker with Townsend Commercial Real Estate, who represented Orchard in the Union City deal along Steve Chess, also of Townsend. The two brokers also represented the seller, Trident Partners.

Orchard, founded in 2007, is headed by Tyler Higgins, who co-founded the firm after 16 years with AMB Property Corp., and Mike Biggar, who also co-founded Orchard Investors LLC and worked for its predecessor company Orchard Properties.

Orchard Partners has been involved in more than \$500 million worth of property transactions on the West Coast.

"Each of these acquisitions was made with institutional capital partners who understand the inflection point of asset pricing today relative to replacement cost, and we are confident that these infill industrial properties will perform well over time," Higgins said. "We continue to look for more industrial acquisitions in the Bay Area, Seattle and Southern California."

### SAN FRANCISCO

## Lease deals abound at revived 555 Montgomery

When East West Bancorp took over United Commercial Bank nearly two years ago, it sold many of the properties that failed bank had on its books.

But it held on to 555 Montgomery St. — and right now that is looking like a pretty good decision.

Over the last few months, Jean Ko and Anton Qiu of TRI Commercial, who represent the building owners, have executed seven deals in the building, roughly 41,500 square feet. The new leases include

a 14,500-square-foot

deal on the 14th floor

with the United States

division of the Japanese

cosmetics company

DHC. The company,

which was previously

located at 155 Sansome,

makes products based

on the belief that olive

oil makes for more radi-

ant skin. Patty Axelrod and John-Clay

Morris of Touchstone Commercial represented the tenant.

Other new tenants in the building

include Sanford Wittels & Heisler LLP

(a boutique class-action litigation law

firm), Dryden, Margoles, Schimaneck &

Wertz (also a law firm), CIBT (a passport

and visa expediting service), and Griffin

Partners, which provides capital and

advisory services to tech companies.

"We were fortunate to have an owner-

ship in a deal-making mode, and they

understood the challenging market," said

Ko.



Qiu



Cook

### REAL ESTATE INVESTMENT

## Shorenstein Properties closes ninth fund

Shorenstein and joint venture partner Santa Monica-based Worthe Real Estate Group have acquired 13031 Jefferson Blvd., a 20-acre development site in the Los Angeles coastal suburb of Playa Vista.

Shorenstein purchased the property on behalf of Shorenstein Realty Investors Nine, L.P., an investment fund formed in 2008 with over \$2 billion in committed capital. The investment period for Fund Nine is now closed with this deal. Late last year, the company closed capital raising for Shorenstein Realty Investors Ten, L.P., a \$1.23 billion fund including \$75 million committed by Shorenstein.



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**SAN FRANCISCO Business Times** A SAN FRANCISCO BUSINESS TIMES WORKSHOP

# NETWORKING 2.0

## From Contact to Contract



**Tuesday, Aug 16th**  
**8:30 - 12 noon**

The City Club  
155 Sansome Street, 9<sup>th</sup> floor Bechtel Room  
San Francisco, CA 94111

Registration Fee  
On or before July 31: \$129  
On or after August 1: \$199

Networking 2.0 is an interactive workshop presented by the San Francisco Business Times and led by Caterina Rando. The program is suited for novice networkers and well-seasoned veterans who want to up their game. You will leave the workshop with the networking skills you need to find jobs, recruit top employees, win new clients, and discover investors.

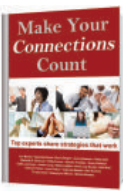
**CATERINA RANDO**  
*Caterina is an author, business consultant and publisher. She shows business people how to thrive by cultivating influence through networking and will lead the Networking 2.0 workshop*

**You will learn how to:**

- Introduce yourself in a way that captures people's attention and has them engage with you right away
- Create rapport quickly to engage in meaningful conversations
- Be a resource for referrals to keep your business on people's minds
- Develop a networking plan that meets your objectives
- Utilize simple, fast follow-up techniques that build relationships online and offline
- Apply strategies to go from a contact to a person of influence with your connections

**Your participation includes:**

- One registration to the Networking 2.0 workshop
- A full year to subscription to the SF Business Times, in print and online
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- Your own signed copy of Caterina's book *Make Your Connections Count*



Space is very limited. Do not delay. To register call Shane Dorrian at (415) 288-4973 or visit [www.sanfranciscobusinesstimes.com/event/49611](http://www.sanfranciscobusinesstimes.com/event/49611)

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