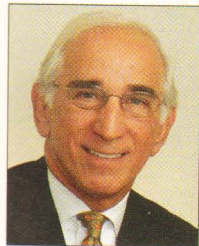


## The Weitzman Group & Cencor Realty Services



**HERBERT WEITZMAN**  
Chairman & CEO  
The Weitzman Group &  
Cencor Realty Services

The Weitzman Group and Cencor Realty Services have formed an alliance that comprises one of Texas' largest full-service real estate firms, including work on investment properties. Weitzman leases 41 million square feet of primarily retail space and provides retail, office and industrial tenant representation. Cencor provides development and management services and manages 24 million square feet. The alliance has offices in the Dallas-Fort Worth Metroplex, Austin, Houston and San Antonio.

### WEST

## Birtcher Development and Investment Co.



**BRANDON BIRTCHER**  
President & CEO  
Birtcher Development and  
Investment Co.

Birtcher Development and Investment Co. is developing almost 4 million square feet of industrial, office and retail projects. More than 1,000 acres are in the design, entitlement, construction or leasing stage. In November 2007, Birtcher inked the highest-valued industrial lease ever signed in the United States: a 30-year deal for a 550,000-square-foot distribution center for The Kroger Co. The investment group specializes in multi-tenant industrial projects in the western United States. The firm, run by fourth-generation developer Brandon Birtcher, is headquartered in Irvine, Calif., and has an office in Portland, Ore.

## Divco West



**STUART SHIFF**  
Senior Principal  
Divco West

Divco West completed acquisitions during 2007 for its Market Street Capital Partners fund, which closed during 2006 with more than \$650 million in investment capital. Its first fund, Page Mill, closed in 2003 and subsequently acquired, in partnership with other investors, over \$688 million worth of U.S. properties. With the exception of the Cross Point office complex near Boston, all those properties have now been liquidated, yielding strong returns for

investors. Divco West is actively acquiring commercial real estate assets in Northern California, Texas, Massachusetts, Colorado and other technology-dominant markets around the United States.

## GVA Kidder Mathews



**JEFFREY LYON**  
Chairman & CEO  
GVA Kidder Mathews

GVA Kidder Mathews annually completes \$2.5 billion worth of transactions, manages 22 million square feet and performs 900 appraisals. In December 2007, one year after expanding into Downtown San Francisco, it recruited two of NAI BT Commercial's managing partners, Steve Bouret and Gregg Domanico. GVA Kidder Mathews' 340 professionals operate from seven offices in Washington, Oregon and California.

## The Irvine Co.

The Irvine Co. owns California office, apartment and retail investment properties in Orange County, San Diego, Silicon Valley and West Los Angeles. The portfolio includes 400 office properties, among them West Los Angeles' Fox Plaza and San Diego's One America Plaza; 90 apartment communities; 37 shopping centers, including Fashion Island in Newport Beach; two hotels; and three Tom Fazio-designed public golf courses, including two 18-hole courses at Pelican Hill Golf Club in Newport Beach. The company plans to open its world-class Resort at Pelican Hill in late 2008.



**RICK GILCHRIST**  
President—Investment  
Properties Group  
The Irvine Co.

## Madison Partners

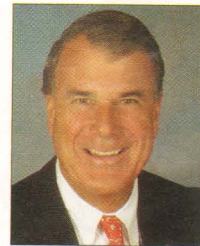
Madison Partners is celebrating 10 years. The Los Angeles-based brokerage firm offers expertise in investment sales, landlord and tenant representation, corporate services and advisory services. Since its inception in 1996, its principals have consummated more than 100 million square feet of office space valued at over \$20 billion. The company's clients include *Fortune* 500 companies, law and accounting firms, entertainment companies, government agencies, insurance companies, REITs and institutional owners.



**BOB SAFAI**  
Principal  
Madison Partners

## SARES•REGIS Group

The SARES•REGIS Group of Irvine, Calif., builds, owns and manages commercial and residential properties and has a combined portfolio of property and fee-based management contracts valued at more than \$4 billion, including 14,000 rental apartments and 15 million square feet of commercial and industrial space. The company is developing more than 2.5 million square feet of commercial properties valued at \$220 million and representing over 2,800 residential units. In addition, 280 acres are being entitled for commercial development.



**JOHN HAGESTAD**  
Managing Director &  
Principal  
SARES•REGIS Group

## Vulcan Real Estate

Seattle-based Vulcan Real Estate is leading one of the largest urban revitalization efforts in the United States through the redevelopment of 60 acres that it owns in Seattle's South Lake Union. The area has a development capacity of more than 10 million square feet of residential, office, retail and life sciences research space. As of March, Vulcan Real Estate has delivered 2.6 million square feet—including nine commercial/biotechnology, residential and mixed-use projects—in South Lake Union. The company has almost 1 million square feet under construction and another 2.2 million square feet in the pipeline. Vulcan Real Estate, a division of Vulcan Inc., manages a diversified portfolio worth \$1.8 billion.



**ADA HEALEY**  
Vice President—Real Estate  
Vulcan Inc.