

THE NEXT LEVEL  
DEVELOPMENT

# California's Leading Commercial Developers

RANKED BY TOTAL SQUARE FOOTAGE OF PROPERTIES UNDER DEVELOPMENT AS OF JAN. 1, 2007

| RANK | COMPANY ADDRESS WEB SITE  | S.F. OF CA PROPERTIES UNDER DEVELOPMENT AS OF JAN. 2007 / MARKET VALUE / NO. PROJECTS | S.F. OF COMPLETED, OWNED CA PROPERTIES AS OF JAN. 2007 / MARKET VALUE / NO. PROJECTS | PROPERTY TYPES |            |        |             |           |               |           |             |       |    |     | # CA PROPERTIES BY REGION, 2006 | # CA OFFICES / # OFFICES / WORLDWIDE / HEADQUARTERS | # CA STAFF CA FOLDING | RECENT CALIFORNIA PROJECTS (Partial List) | TOP CA EXECUTIVE TITLE | MARKETING CONTACT TITLE PHONE EMAIL |  |   |  |
|------|---|---|--|----------------|------------|--------|-------------|-----------|---------------|-----------|-------------|-------|----|-----|---------------------------------|---|-----------------------|---|------------------------|-------------------------------------|--|---|--|
|      |   |   |  | OFFICE         | INDUSTRIAL | RETAIL | MULTIFAMILY | MIXED USE | INSTITUTIONAL | APARTMENT | HOSPITALITY | OTHER | SD | SFV |                                 |   |                       |   |                        |                                     | OC   | SF Bay  | IE   |
| 1    | <b>IDS Real Estate Group</b><br>515 S. Figueroa St., 16th Floor<br>Los Angeles, CA 90071<br>www.idsalestate.com       | 9.15M s.f.<br>N/A<br>16   | 1.40M s.f.<br>N/A<br>8   | x              | x          | x      | x           | x         |               |           |             |       |    |     |                                 |   | 0                     | 1   | 8                      | 80                                  | Perris Distribution Center, Perris<br>Crown City Center, Pasadena<br>Westlake Landmark, Westlake Village<br>Empire Corp. Plaza, Rancho Cucamonga         | D. Mgrublian<br>CEO;<br>M.M. Siam<br>CEO      | Mickey Siam<br>COO<br>(213) 362-9300<br>mcsiam@idsrealstate.com                                |
| 2    | <b>Sunset Development Co.</b><br>One Annabel Lane, Ste. 201<br>San Ramon, CA 94583<br>www.bishopranch.com             | 9M s.f.<br>N/A<br>2   | 4.5M s.f.<br>N/A<br>1  | x              | x          |        |             |           |               |           |             |       |    |     |                                 |   | 0                     | 0   | 1                      | N/A                                 | Bishop Ranch   | Alex Mehran<br>CEO                            | Ed Hagopian<br>Senior Vice President<br>(925) 866-0100<br>ehagopian@bishopranch.com            |
| 3    | <b>Trammell Crow Co.</b><br>4 Park Plaza, Ste. 700<br>Irvine, CA 92614<br>www.trammellcrow.com                        | 5.9M s.f.<br>\$638.8M<br>6  | 10.1M s.f.<br>\$703.8<br>28  | x              | x          | x      | x           | x         |               |           |             |       |    |     |                                 |   | 4                     | 0   | 28                     | N/A                                 | 2000 Avenue of the Stars, Los Angeles<br>CA Palms Business Center, Redlands<br>Innovation Village Research Park, Pomona<br>Chabot Commerce Center, Tracy | Thomas Bak<br>Sr. Mng. Partner                | Perry Degulis<br>Marketing Director<br>(949) 477-4768<br>pdegulis@trammellcrow.com             |
| 4    | <b>Sudberry Properties Inc.</b><br>5465 Moorehouse Dr., Ste. 260<br>San Diego, CA 92121<br>www.sudberryproperties.com | 4.16M s.f.<br>N/A<br>9  | 5.22M s.f.<br>N/A<br>27  | x              | x          | x      | x           | x         |               |           |             |       |    |     |                                 |   | 28                    | 0   | 2                      | 28                                  | Village Walk East Lake, Chula Vista<br>East Lake Village Marketplace<br>Ocean View Hills Corporate Center<br>Fenton Marketplace, San Diego               | Tom Sudberry<br>President                     | Cathy Birch<br>VP, Administration<br>(925) 546-3000 x510<br>cathy@sudprop.com                  |
| 5    | <b>Vestar Development Co.</b><br>7575 Carson Blvd.<br>Long Beach, CA 90808<br>www.vestar.com                          | 4.1M s.f.<br>\$730M<br>6  | 7.71M s.f.<br>\$2.26M<br>16  |                | x          |        |             |           |               |           |             |       |    |     |                                 |   | 5                     | 0   | 5                      | 18                                  | The District at Tustin Legacy<br>Long Beach Towne Center<br>Chino Spectrum Towne Center<br>Cerritos Towne Center   | Richard J.<br>Kuhle<br>President              | N/A  |
| 6    | <b>TMG Partners</b><br>100 Bush St., 26th Floor<br>San Francisco, CA 94104<br>www.tmgpartners.com                     | 3.79M s.f.<br>\$1.03B<br>10   | 6.27M s.f.<br>N/A<br>13  | x              | x          | x      | x           | x         |               |           |             |       |    |     |                                 |   | 0                     | 11  | 1                      | 42                                  | SOMA Grand Condos, San Francisco<br>Hawthorne Plaza, San Francisco<br>Bayside Technology Park, Fremont<br>Townsend Center, San Francisco                 | Michael<br>Covarrubias<br>Chairman, CEO       | David Cropper<br>Managing Director<br>(415) 772-5900<br>dcropper@tmgpartners.com               |
| 7    | <b>Transcan Development LLC</b><br>3189 Danville Blvd., Ste. 245<br>Alamo, CA 94507<br>www.transcanllc.com            | 3.78M s.f.<br>\$1B<br>4   | 140,000 s.f.<br>\$40M<br>1   | x              | x          | x      | x           |           |               |           |             |       |    |     |                                 |   | 1                     | 0   | 2                      | 8                                   | Canyon Crossings, Riverside<br>County Crossings, Antioch<br>California Crossings, Otay Mesa<br>Winchester Commercial Ctr., Temecula                      | Robert J. Bahen<br>President, CEO             | Anne Monaghan<br>Director of Marketing, PR<br>(949) 722-2933<br>monacomm@pacbell.net           |
| 8    | <b>Panattoni Development Co.</b><br>8401 Jackson Road<br>Sacramento, CA 95826<br>www.panattoni.com                    | 3.06M s.f.<br>\$552M<br>22  | 11M s.f.<br>\$862M<br>76   | x              | x          | x      |             |           |               |           |             |       |    |     |                                 |   | 0                     | 1   | 4                      | 148                                 | Rochester Business Center, Ontario<br>Foothill Gateway 1, Rancho Cucamonga<br>Napa Crossroads, Napa<br>Nationwide Insurance, Sacramento                  | Carl Panattoni<br>Chairman                    | Leah Bielejeski<br>Marketing Coordinator<br>(916) 379-1178<br>lbielejeski@panattoni.com        |
| 9    | <b>MJW Investments</b><br>1640 Fifth St., Ste. 112<br>Santa Monica, CA 90401<br>www.mjwinvestments.com                | 3M s.f.<br>\$200M<br>4  | 4.09M s.f.<br>\$650M<br>25   |                | x          | x      | x           |           |               |           |             |       |    |     |                                 |   | 0                     | 0   | 2                      | 40                                  | Artist Village, Santa Ana<br>Santee Village, Los Angeles   | Mark Weinstein<br>President                   | Robyn Horwitz<br>Director of Sales, Marketing<br>(213) 416-2926<br>rhorwitz@mjwinvestments.com |
| 10   | <b>Watson Land Co.</b><br>22010 S. Wilmington Ave., Ste. 400<br>Carson City, CA 90745<br>www.watsonlandcompany.com    | 1.95M s.f.<br>N/A<br>5  | 14M s.f.<br>N/A<br>N/A   |                | x          |        |             |           |               |           |             |       |    |     |                                 |   | 0                     | 0   | 1                      | 37                                  | Watson Commerce Center, Chino<br>Watson Commerce Ctr., Redlands<br>Watson Commerce Ctr., Fontana<br>Dominguez Technology Ctr., Carson                    | Bruce Choate<br>President, CEO                | Lance Ryan<br>VP, Marketing and Leasing<br>(310) 952-6401<br>lryan@watsonlandcompany.com       |
| 11   | <b>AMCAL Multi-Housing Inc.</b><br>30141 Agoura Road, Ste. 100<br>Agoura Hills, CA 91301<br>www.amcalhousing.com      | 1.9M s.f.<br>\$370M<br>19   | 1.63M s.f.<br>\$175M<br>13   |                |            |        | x           | x         |               |           |             |       |    |     |                                 |   | 2                     | 0   | 3                      | 50                                  | Puerta del Sol, Lincoln Heights<br>Las Brisas, South Los Angeles<br>Flores del Valle, Lincoln Heights<br>Portofino Villas, Pomona                        | Percival Vaz<br>President                     | Jay Ross<br><br>(818) 706-0694 x128<br>jay@amcalhousing.com                                    |
| 12   | <b>Venture Corp.</b><br>125 E. Sir Francis Drake Blvd.<br>Ste. 300, Larkspur, CA 94939<br>www.venture-corp.com        | 1.88M s.f.<br>\$488M<br>23  | 947,000 s.f.<br>\$246M<br>13   | x              | x          |        |             |           |               |           |             |       |    |     |                                 |   | 2                     | 3   | 1                      | 18                                  | Venture Commerce Center, Vacaville<br>Venture Commerce Center, Hercules II<br>Venture Commerce Center, Dublin<br>Morgan Hill Ranch, Brentwood            | Robert J. Eves<br>President                   | Robert J. Eves<br><br>(415) 464-2000<br>eves@venture-corporation.com                           |
| 13   | <b>bkm Development Co.</b><br>3185 Pullman Ave.<br>Costa Mesa, CA 92626<br>www.bkmdevelopment.com                     | 1.51M s.f.<br>\$228M<br>10  | 144,000 s.f.<br>\$26.3M<br>3   | x              | x          |        |             |           |               |           |             |       |    |     |                                 |   | 2                     | 0   | 1                      | 7                                   | Thomas Ranch Business Park, Corona<br>North Anaheim Industrial Park<br>Oceanside Gateway Business Park<br>Cypress Commerce Park, Cypress                 | Brian Malliet<br>Mng. Partner                 | Linda Siegel<br>Special Projects<br>(714) 557-4100<br>lsiegel@bkmdevelopment.com               |
| 14   | <b>Donahue Scriber</b><br>200 E. Baker St., Ste. 100<br>Costa Mesa, CA 92626<br>www.donahuescriber.com                | 1.2M s.f.<br>N/A<br>7   | 6.91M s.f.<br>N/A<br>44  |                | x          |        |             |           |               |           |             |       |    |     |                                 |   | 4                     | 0   | 8                      | 150                                 | Fig Garden Village, Fresno<br>Elk Grove Commons, Sacramento<br>Lone Tree Plaza, Contra Costa<br>The Marketplace, Bakersfield                             | Patrick Donahue<br>CEO                        | Diana Anoc<br>Marketing Coordinator<br>(714) 966-6438<br>danoc@dsrg.com                        |
| 15   | <b>Guthrie Development Co.</b><br>3185 Airway Ave., Ste. F<br>Costa Mesa, CA 92626<br>www.guthriedevelopment.com      | 1M s.f.<br>\$200M<br>7  | 290,000 s.f.<br>\$40M<br>4   |                | x          |        |             |           |               |           |             |       |    |     |                                 |   | 1                     | 0   | 1                      | 7                                   | Guthrie Metas Business Center, Orange<br>Mariner Business Center, Brea<br>Los Nietos Bus. Ctr., Santa Fe Springs   | Robert Guthrie<br>President                   | Jen Olewinski<br>Junior Account Executive<br>(949) 509-6551<br>jolewinski@browmillercole.com   |
| 16   | <b>Voit Development Co.</b><br>21700 Oxnard St., Ste. 350<br>Woodland Hills, CA 91367<br>www.voitco.com               | 963,000 s.f.<br>\$156M<br>4   | N/A<br>N/A<br>N/A  | x              | x          | x      |             |           |               |           |             |       |    |     |                                 |   | 8                     | 0   | 3                      | 20                                  | Chula Vista Commerce Center<br>Final Phase at The Plant, Van Nuys<br>Liberty Plaza, Aliso Viejo  | Robert D. Voit<br>President                   | Jen Olewinski<br>Account Executive<br>(949) 509-6551<br>jolewinski@browmillercole.com          |
| 17   | <b>SRM Associates</b><br>2001 Broadway, Ste. M<br>Oakland, CA 94649<br>www.srmassociates.com                          | 818,000 s.f.<br>\$130M<br>7   | 3.17M s.f.<br>N/A<br>6   | x              | x          | x      | x           | x         | x             |           |             |       |    |     |                                 |   | 0                     | 0   | 3                      | 14                                  | Oaks Business Park, Livermore<br>The Waterfront Business Park, Alameda   | Steven R.<br>Meckfessel<br>Principal, Founder | Scott W. Newman<br>Principal<br>(510) 267-4323<br>snewman@srmassociates.com                    |
| 18   | <b>RD Olson Development</b><br>2955 Main St., Third Floor<br>Irvine, CA 92614<br>www.rddevelopment.com                | 814,400 s.f.<br>\$338M<br>6   | 142,000 s.f.<br>\$45M<br>1   | x              | x          |        |             |           |               |           |             |       |    |     |                                 |   | 3                     | 0   | 1                      | 15                                  | University Village Towers, Riverside<br>Anaheim Resort Zone - Staybridge Suites<br>Anaheim Resort Zone - Holiday Inn                                     | Robert D. Olson<br>President                  | Scott G. McChesney<br>Vice President<br>(949) 222-3769<br>smcchesney@rdolson.com               |
| 19   | <b>Wareham Development</b><br>1120 Nye St., Ste. 400<br>San Rafael, CA 94901<br>www.warehamdevelopment.com            | 790,000 s.f.<br>\$350M<br>5   | 4.2M s.f.<br>\$1.8B<br>35  | x              |            | x      | x           | x         | x             |           |             |       |    |     |                                 |   | 0                     | 0   | 5                      | 40                                  | EmeryStation East, Emeryville<br>LENL and UC Berkeley<br>Saul Zaentz Media Center, Berkeley<br>CA Dept. of Justice, DNA Forensic Lab                     | Richard K. Robbins<br>President               | Judith A. Wetteter<br>Marketing Director<br>(415) 457-4964<br>jwetteter@warehamproperties.com  |
| 20   | <b>The Allen Group</b><br>11943 El Camino Real, Ste. 200<br>San Diego, CA 92130<br>www.allengroup.com                 | 740,000 s.f.<br>N/A<br>6  | 1.64M s.f.<br>N/A<br>16  | x              | x          | x      |             |           |               |           |             |       |    |     |                                 |   | 1                     | 0   | 3                      | 20                                  | Kelly Corporate Ctr. III, Carlsbad<br>River Plaza Project, Sacramento  | Richard S. Allen<br>CEO                       | Jon Cross<br>Director of Marketing<br>(858) 764-6800<br>jcross@allengroup.com                  |

## California's Leading Commercial Developers

RANKED BY TOTAL SQUARE FOOTAGE OF PROPERTIES UNDER DEVELOPMENT AS OF JAN. 1, 2007

| COMPANY ADDRESS WEB SITE   | S.F. OF CA PROPERTIES UNDER DEVELOPMENT AS OF JAN. 2007/<br>MARKET VALUE/<br>NO. PROJECTS | S.F. OF COMPLETED, OWNED CA PROPERTIES AS OF JAN. 2007/<br>MARKET VALUE/<br>NO. PROJECTS | PROPERTY TYPES |            |        |             |           |               |                   |       |    |        | # CA PROPERTIES BY REGION, 2006 |        |    | # CA OFFICES/<br># OFFICES WORLDWIDE/<br>HEADQUARTERS | # CA STAFF<br>CA FOUNDING | RECENT CALIFORNIA PROJECTS<br>(Partial List) | TOP CA EXECUTIVE TITLE | MARKETING CONTACT TITLE PHONE E-MAIL  |                                  |  |
|--|---|--|----------------|------------|--------|-------------|-----------|---------------|-------------------|-------|----|--------|---------------------------------|--------|----|---|---------------------------|--|------------------------|---|----------------------------------|--|
|  |   |  | OFFICE         | INDUSTRIAL | RETAIL | MULTIFAMILY | MIXED USE | INSTITUTIONAL | HOUSING/STRUCTURE | OTHER | SD | SilVly | OC                              | SF Bay | IE |   |                           |  |                        |   | Sac                              | LA   |
| <b>21 Bacchus Development</b><br>8821 Research Drive<br>Irvine, CA 92618<br>www.bacchusdev.com                         | 739,605 s.f.<br>\$315M<br>3   | 636,432 s.f.<br>\$265M<br>2  | x              | x          |        |             |           |               |                   |       |    |        |                                 | 0      | 0  | 5   | 0                         | 1  | 12                     | Jeffrey Office Park<br>Bacchus Office Park<br>Bacchus Signature Series  | Jeffrey John Bitetti<br>Exec. VP | Stephanie Zachan<br>(949) 453-1000<br>szachan@bacchusdev.com                                       |
| <b>22 The Carson Cos.</b><br>100 Bayview Circle, Ste. 3500<br>Newport Beach, CA 92660<br>www.carsoncompanies.com       | 469,000 s.f.<br>N/A<br>2  | 10M s.f.<br>N/A<br>67  |                | x          |        |             |           |               |                   |       |    |        |                                 | 0      | 0  | 1   | 0                         | 2  | 12                     | Dominguez Technology Center, Carson<br>Chino South Business Park, Chino   | James Flynn<br>President         | Matthew Vanderhorst<br>Senior Vice President<br>(949) 725-6510<br>mvanderhorst@carsoncompanies.com |
| <b>23 McMillin Commercial</b><br>P.O. Box 85104<br>San Diego, CA 92186-5104<br>www.mcmillan.com                        | 346,493 s.f.<br>\$146M<br>8   | 4.93M s.f.<br>\$654M<br>82   | x              | x          | x      |             |           |               |                   |       |    |        |                                 | 82     | 0  | 0   | 0                         | 1  | 17                     | Liberty Station Retail, San Diego<br>Liberty Station Office, San Diego<br>Shops at San Miguel Ranch, Chula Vista            | Vince Ferrer<br>SVP              | Kerianne Dors<br>Marketing Coordinator<br>(619) 794-1426<br>kdors@mcmillan.com                     |
| <b>24 Master Development Corp.</b><br>1401 Quail St., Ste. 100<br>Newport Beach, CA 92660<br>www.masterdevelopment.com | 330,000 s.f.<br>\$30M<br>1  | 2.6M s.f.<br>\$205M<br>N/A   |                | x          |        | x           |           |               |                   | x     |    |        |                                 | 3      | 0  | 1   | 0                         | 1  | 14                     | Las Palmas Business Park, Santa Ana<br>Thoroughbred Business Park, Ontario<br>Three Piper Ranch, Otay Mesa                  | Bruce McDonald<br>President      | Jen Olewinski<br>Account Executive<br>(949) 509-6551<br>jolewinski@brownermillercole.com           |
| <b>25 Federal Realty Investment Trust</b><br>1626 E. Jefferson St.<br>Rockville, MD 20852<br>www.federalrealty.com     | 121,000 s.f.<br>\$22M<br>1  | 447,000 s.f.<br>\$297M<br>5  |                | x          |        | x           |           |               |                   |       |    |        |                                 | 1      | 1  | 0   | 0                         | 4  | 55                     | Santana Row, San Jose<br>Third Street Promenade, Santa Monica<br>Old Town Center, Los Gatos<br>Colorado Boulevard, Pasadena | Jeff Berkes<br>Exec. VP, CIO     | Vikki Kayne<br>VP of Marketing, Corp. Comm.<br>(301) 998-8178<br>vkayne@federalrealty.com          |

Note: To the best of our knowledge, this information is accurate as of press time. While every effort is made to ensure the accuracy and thoroughness of the list, omissions and typographical errors sometimes occur. Please send corrections or additions on company letterhead to the California Real Estate Journal, 915 E. First Street, Los Angeles, CA 90012 or call editor Michael Gottlieb at (213) 229-5308. ©2007 California Real Estate Journal. This list may not be reprinted in whole or in part without prior written permission from the editor. Reprints are available from Scoop Reprints, (800) 767-3263. An archive of past Major Firms lists appears on the CREJ Web site at www.CARealEstateJournal.com under "Top California Firms."

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