



RETAIL BROKERAGE SERVICES
JP GREEN CCIM
 (208) 947-0852 | jpgreen@tokcommercial.com

COMMERCIAL

EXPERIENCE:

JP Green joined TOK Commercial in 2018 following over 20 years of entrepreneurial success as the owner of Meridian's CycleBar franchise and president of Gold's Gym/Axiom and as part of the management team for 24 Hour Fitness.

JP specializes in retail leasing, tenant representation, and investment sales. JP offers clients a breadth of commercial real estate brokerage knowledge, including lease and sale negotiations. He is active in retail tenant and landlord representation, leveraging his corporate and franchise experience to provide a unique perspective for his clients.

In 2016, JP opened a CycleBar franchise in the Village at Meridian and then three additional CycleBar locations in the Portland and Seattle markets, which led fellow CycleBar franchisees to nominate JP to serve on a distinguished 9 member advisory council.

KEY ACCOMPLISHMENTS:

- 2022, 2021 Top Volume Retail Broker
- 2020 Largest Lease Transaction Award recipient

TOTAL TRANSACTIONS	TOTAL CONSIDERATION	YEARS IN BROKERAGE
222	\$92.3M	5

PROFESSIONAL & COMMUNITY ACTIVITIES:

- Current Vice President for CCIM Board of Directors
- Past Board of Directors for Make-A-Wish Idaho

EDUCATION:

JP obtained the Certified Commercial Investment Member (CCIM) designation. This prestigious accreditation represents commercial real estate's highest standard for professional achievement and is the industry's most elite credential for commercial real estate investment. Mr. Green is also an ICSC member.

JP graduated magna cum laude from Linfield College with a degree in Exercise Science and Pre-Med. During his collegiate career he was an Academic All-American running back and all conference track and field athlete for the Wildcats.



PERSONAL & INTERESTS:

An avid outdoorsman, JP enjoys the varied, active lifestyle options that living in the Boise Valley offers. He resides in Boise with his wife Kimber, and twins Riley and Kennedy.



LANDLORD REPRESENTATION
MAPLE TREE PLAZA

Lease Up and Investment Sale
June 2022

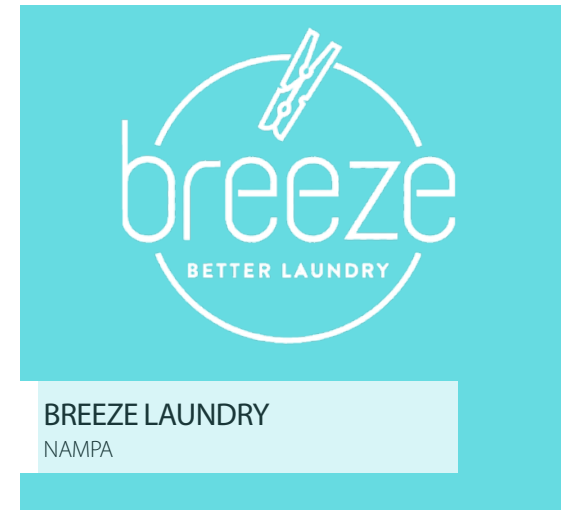
JP GREEN, CCIM
RECENT TRANSACTIONS

(208) 947-0852 | jpgreen@tokcommercial.com



FAMILY CENTER@ FEDERAL WAY
BOISE

9,900 SF Retail Space Leased
Landlord Representation
December 2022



BREEZE LAUNDRY
NAMPA

Leased 3,450 SF at District 20
Tenant Representation
October 2022



221 ROEDEL
CALDWELL

Single Tenant, Industrial Investment Property
Buyer Representation
August 2022



OVERLAND MARKET
BOISE

10,678 SF Retail Space Leased
Landlord Representation
July 2022



JP GREEN, CCIM LANDLORD/SELLER REPRESENTATION EXPERTISE

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LANDLORD REPRESENTATION
FAMILY CENTER AT FEDERAL WAY
428,292 SF Multitenant Shopping Center
2019 - Present



FIVE MILE PLAZA
BOISE

153,233 SF Multitenant Retail Center
Landlord Representation
2019-Present



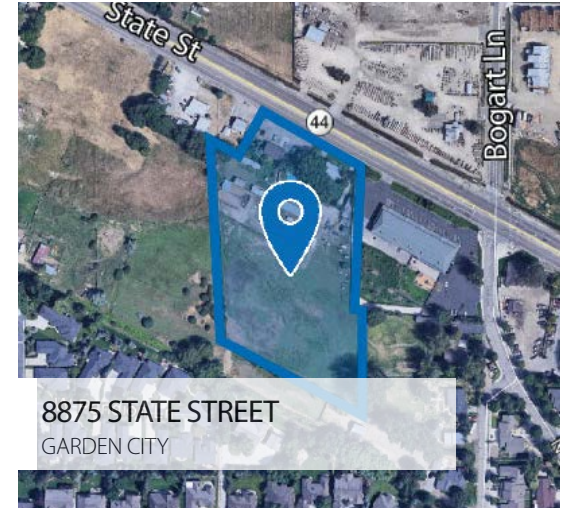
McMILLANS CORNER
BOISE

13,175 SF Multitenant Retail Center
Landlord Representation
2019-Present



PINEVIEW PLAZA
BOISE

12,000 SF Multitenant Strip Center
Landlord Representation
2019-Present



8875 STATE STREET
GARDEN CITY

4.82 Acres of State Street Fronting Commercial Land
Seller Representation
Present

TOK

COMMERCIAL



SITE

31,827 VPD

"From the moment that JP got involved, he was **engaged, responsive** and **creative**... he hung in there until **ultimately finding a great owner/user.**"

Russ Keithly | CEO Langly Properties, Inc.

Results Delivered

DEVELOPMENT PAD SALE

TREASURE VALLEY CROSSING

JP Green, CCIM & Michael Ballantyne, CCIM, SIOR | Owner Representation

1 THE SITUATION: Sale of retail power center's last parcel

- Langly Properties, Inc. a valued client of TOK Commercial for over 20 years, engaged Michael Ballantyne and JP Green to sell the last development parcel located in the wildly successful Treasure Valley Crossing retail power center development located in Nampa, Idaho.
- The parcel was encumbered by several use restrictions (a result of co-tenancy agreements) with parking use strictly regulated.

2 OUR RESPONSE: Customize marketing, engage targeted buyer pool

- Upon receipt of the representation assignment, the team immediately identified a pool of buyers that would be interested in purchasing the parcel and crafted compelling marketing messaging to capture their attention. Top prospects included national and local restaurants, retailers and service providers.
- JP and Michael systematically worked through the buyer pool, adjusting strategies with each target buyer in order to better position the parcel as a significant market opportunity for each business.

3 THE RESULTS: Buyer identified, parcel sold

- After working through substantial interest from multiple buyers, and facilitating negotiations from several seriously interested parties, JP and Michael were able to secure the right buyer for the property and successfully worked to deliver a buyer and terms that would benefit all parties to the transaction.
- Perseverance, ingenuity and responsiveness by TOK's brokerage team delivered exactly the results Langly Properties, Inc. required.



"JP Green was spectacular! ... **Positioning our business was more important than the deal.** Knowing that was very reassuring and helped us move forward rapidly!"

Jerry Oates, Owner | J. Oates Portrait Design

Results Delivered J OATES PORTRAIT DESIGN

JP Green, CCIM | Tenant Agent | Site Selection

1 The Situation: Rebranded company seeks greater exposure

- After calling on one of JP Green's listed properties, the owner of J. Oates Portrait Design expressed interest in engaging JP as a tenant rep in the company's search for a high visibility retail location.
- As a result of an extensive a rebranding initiative, J.Oates was seeking to expand the physical size of their studio while also garnering critical exposure for their new brand which was strategically positioned as a high-end professional portrait studio.

2 Our Response: Analyze data and select an optimal site

- Working closely with Thornton Oliver Keller's Research team, JP executed an exhaustive site selection search for sites which fit the J. Oates criteria.
- JP helped J. Oates narrow down the potential options (evaluating demographics, traffic counts and proximity to complimentary retailers), and assisted in the selection of the Jewel Building, ideally located near the Boise Towne Square Mall.

3 The Results: Expanded space with exceptional visibility

- Once the location was identified JP pushed the transaction forward quickly working through the LOI and lease negotiations in under a week. The accelerated negotiations netted J.Oates a generous TI allowance and provided J. Oates with the resources they needed to make the space fit their needs.
- J. Oates is expected to open within the next 60 days and will benefit from a space that reflects their premier brand with maximum visibility at the signalized intersection of Cole Road and Emerald Street.

1 The Situation: New Idaho community bank plans first location in downtown Boise

- A new Idaho community bank decided to open its operations in the Treasure Valley, targeting Boise as their first Alpine State Bank location.
- The bank, hoping to open in the market as soon as possible, reached out to Thornton Oliver Keller to identify temporary space, since they had already identified a location which required a lengthy remodel.

2 Our Response: Market knowledge aids the perfect opportunity

- JP Green & Michael Ballantyne presented multiple possibilities, making serious inquiries on the top candidates, however all options were quickly snapped up in Boise's competitive downtown submarket.
- After consulting with in-house broker teams, JP and Michael became aware of Mountain West's pending move to exit their space in the Hoff Building. The team moved quickly to seize the vacant space, knowing that it would require minimal tenant improvements and would match Alpine State Bank's business requirements perfectly.

3 The Results: Quicker open with sights on more locations

- JP and Michael's nimble representation, persistent engagement in the market, and efficiency throughout the transaction process will allow their client to open sooner (Jan. 2020) than planned.
- Alpine State Bank's presence in the Hoff will offer them a prime retail presence downtown, feature a prestigious address, and afford them expansion space for their office staff.
- The growing bank has retained JP and Michael as their tenant representative as they plan to open several additional locations across the Treasure Valley.

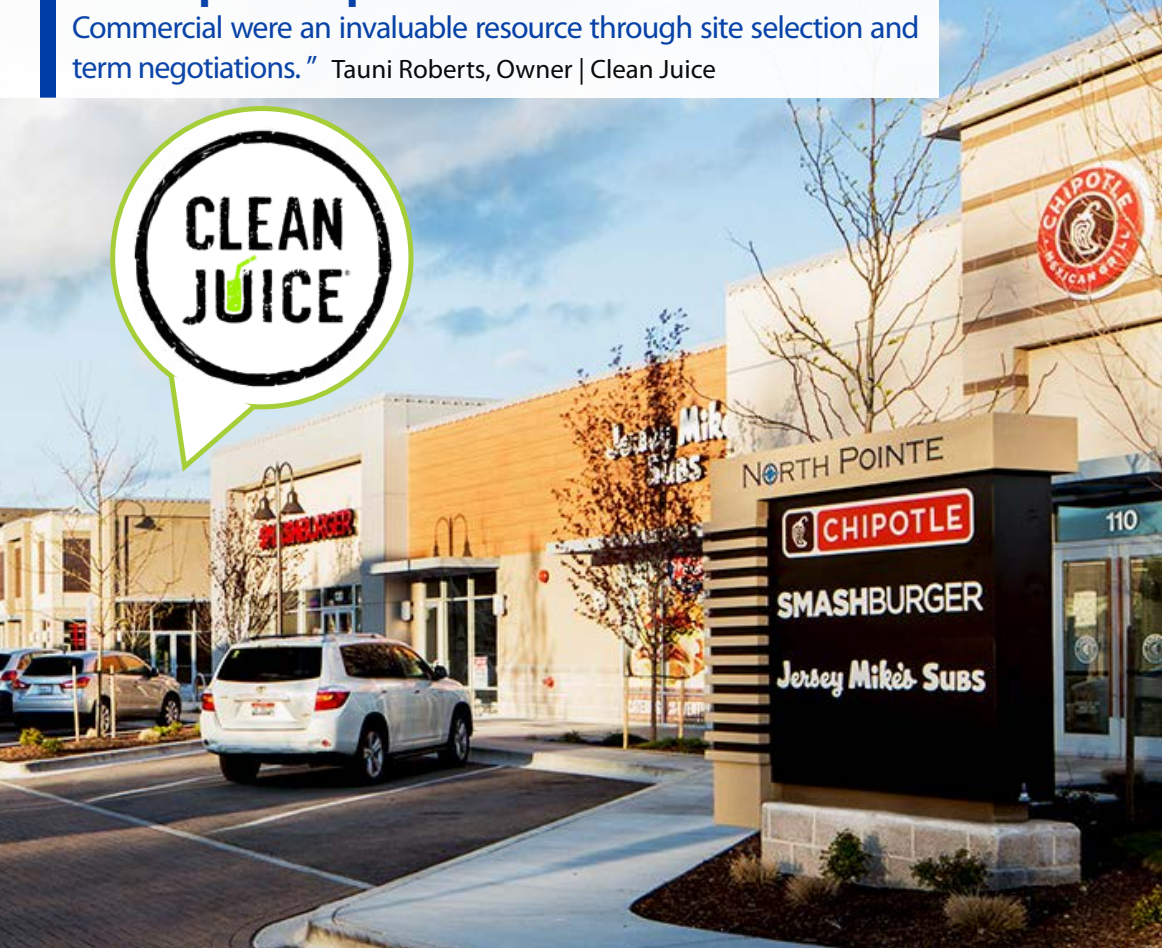
"We are pleased to have partnered with Mike and JP for our office needs as Alpine State Bank enters the Idaho market. **Their focus on detail, understanding our needs, and delivering solutions is one example of their commitment to excellent service!**" Mark Houston, President & CEO | Alpine State Bank





COMMERCIAL

“Having local representation when looking to open our first location was key. **Intimate knowledge of the market and being a business owner with first-hand experience in franchise development made JP the perfect partner for us.** JP and his team at TOK Commercial were an invaluable resource through site selection and term negotiations.” Tauni Roberts, Owner | Clean Juice



Results Delivered CLEAN JUICE

JP Green, CCIM | Tenant Agent | Site Selection

1 The Situation: Health Foods Franchise Targets the Treasure Valley

- Clean Juice, a national smoothie, juice and health foods restaurant franchise, was seeking a space to expand the brand into the Treasure Valley.
- The client had been assigned to a national broker for over 90 days with no success in finding a suitable location in the Boise market. After being referred to Thornton Oliver Keller, JP Green eagerly took on the client, confident that he could find the right space to expand Clean Juice.

2 Our Response: Quick Response & Skilled Negotiations

- Through diligent searching and his quick response time, JP identified and pursued various potential locations within the first two months of working with his client.
- JP and Clean Juice ultimately zeroed in on ideal, first generation shell space, available in the newly constructed North Pointe retail center on State Street.
- The space, along with JP’s ability to negotiate a generous T.I. package, allowed his client the opportunity to fit the space to their branding standards.

3 The Results: Earlier Than Anticipated Open Date

- JP’s commitment to driving transactions forward in the quickest time frame benefitted his client, allowing them to open before the end of the year.
- Clean Juice’s new space provides excellent exposure in a rapidly growing location, off high traffic State Street.
- Neighboring tenants as well as the newly built modern residential units within the North Pointe development will draw even more attention to this new to the Treasure Valley franchise.



“While looking for a retail space for lease **JP encouraged us to think outside the box** and help us envision converting an office building into a top retail/ medical space. **He helped us think of this as not just a location for our business but as a long term investment in a booming market.**

JP and TOK Commercial were a valuable resource! **Their market knowledge and industry connections were integral** in helping us select our second location.”

Tim Jolicoeur, Owner | Restore Hyper Wellness

Results Delivered RESTORE HYPER WELLNESS

JP Green, CCIM | Tenant Agent | Site Selection

1 The Situation: Seeking a Second Location for Restore

- Restore, a hyper wellness company offering services such as IV Drip Therapy, Cryotherapy and Hyperbaric Oxygen Therapy, had recently opened their first Treasure Valley location at The Village at Meridian.
- With a strong first location opening, the owner of Restore Meridian was looking to expand their storefronts in Boise.
- In search of leasable space in a highly frequented area, the owner sought out JP’s expertise in the fitness and retail industry.

2 Our Response: Leading Knowledge in a Low Vacancy Market

- After identifying the owner’s desires in a second location, JP offered an exhaustive search of the downtown market. The results fell short in producing many viable options to fit Restore’s needs in the low vacancy submarket.
- JP quickly pivoted his search to Bown Crossing, an energetic retail corridor for the rapidly growing neighborhoods of Southeast Boise.
- With his knowledge of the market, JP presented the owner with an opportunity to purchase a property with prime Bown Crossing exposure, just minutes from the downtown core, with ample foot traffic.

3 The Results: Cost Savings & Added Income for the Client

- The owner found the property, at 3046 Bown Way, to be an excellent fit. The property offered Restore ample space for their street-level retail storefront while providing additional second floor space, which has given the owner opportunity for added income through leasing out the additional space to an office user.
- JP skillfully negotiated an aggressive offer, awarding his client a lower purchase price than originally listed.
- JP is now working to secure a third location for Restore Hyper Wellness.



1 The Situation: Innovative eatery concept targets Boise MSA

- After searching Thornton Oliver Keller's website, the owner of The Donut + Dog reached out to JP Green for market information on possible sites for the expansion of his Nashville, TN business.
- The Donut + Dog eatery concept offers 20hr. Brioche donuts and internationally flavored hot dogs – menus well suited to healthy lifestyle markets found in Boise, Denver, Salt Lake City and Austin.

2 Our Response: Analyze data and select an optimal site

- JP, working with our Research team, performed an exhaustive market survey focused on possible locations for The Donut + Dog. Demographics analysis, traffic counts, foot traffic and proximity to complementary retailers were all quantified and evaluated.
- The Donut + Dog's owners arrived in Boise for market tours focusing on two potential locations. The site at The Village at Meridian was eventually selected and lease negotiations were initiated.

3 The Results: Open for business in under 6 months

- JP fast-tracked the letter of intent, lease negotiations and permit application process for The Donut + Dog. All details were finalized in under 120 days, affording an early July opening for the business.
- The Donut + Dog plans to open more locations in additional target markets and has engaged JP as their tenant rep for this future growth.

"JP is much more than just a commercial agent for our company. His business and market knowledge were key in helping find, secure and build-out our space in the Village within a constricted timeframe.

I would highly recommend him and the TOK team and we look forward to working with him on future projects."

Will Primevera, Owner | The Donut + Dog