

PATRICK SHALZ, SIOR OFFICE BROKERAGE SERVICES

FIRM PARTNER SINCE 2015



PATRICK SHALZ
SIOR

EXPERIENCE:

Patrick Shalz joined Thornton Oliver Keller in December of 1996 and is currently a Firm Partner. He has been named Thornton Oliver Keller’s “Sales Person of the Year” or “Top Producer” ten times, in 2015, 2012, 2010, 2009, 2008, 2005, 2004, 2003, 2000, 1999. Pat’s professional accomplishments have also been recognized nationally, as a recipient of SIOR’s “Largest Number of Transactions” Award in 2011 as a 1st place winner and again in 2015 as a 39th place winner.

Born and raised in Boise, Idaho, Pat is a second-generation real estate broker and third generation Idahoan. He specializes in office investment acquisitions and sales, office leasing, flex-industrial leasing and tenant representation. Patrick graduated from Carroll College in Montana with a Bachelor’s Degree in Business Administration.

Patrick’s professional career, prior to his entrance into the real estate industry, began in Long Beach, California where he negotiated labor contracts and coordinated production of the MD-11 Wide Body Jumbo Jet for McDonnell Douglas Aircraft/Boeing. Patrick mastered his negotiation and problem-solving skills as he interacted with international clients such as Japan Airlines, Federal Express, American Airlines, Delta Airlines and Swiss Air.

When Patrick and his family returned to Boise, he assumed the management of a \$27 million real estate portfolio of self storage facilities located throughout the Northwest. Patrick has leased over 1,000,000 square feet of office space in Boise over the past ten years and has closed in excess of \$68 million in leasing and investment transactions.

FAMILY:

Patrick and his wife, Angie, live in Boise with their son and daughter, Ben and Lily.

LANDLORD REPRESENTATION (PARTIAL LIST):

- | | | |
|----|------------------------|------------------------------------|
| 1. | HP Campus | 330,000 SF Multi-Building Campus |
| 2. | C.W. Moore Plaza | 106,258 SF Class A High Rise |
| 3. | Westgate North & South | 103,342 SF Two Building Complex |
| 4. | University Plaza | 90,127 SF Class A High Rise |
| 5. | Airport Center | 89,320 SF Five Building Campus |
| 6. | One Front | 70,722 SF Class A Midrise |
| 7. | Mahogany Business Park | 63,000 SF Multi-Tenant Development |
| 8. | Owyhee Park Plaza | 50,520 SF Class A Midrise |

TENANT REPRESENTATION (PARTIAL LIST):

- | | | |
|----|-------------------------|---|
| 1. | Micron Technology | Global semiconductor industry leader |
| 2. | Clearwater Analytics | Web-based investment accounting |
| 3. | US Ecology | Commercial/Government Environmental Svc. |
| 4. | Boise Dialysis Partners | Medical Specialists |
| 5. | Alaska Airlines | The Premier Airline |
| 6. | MetaGeek | WiFi Experts |
| 7. | SPF Water Engineering | Water engineering specialists |
| 8. | State of Idaho | Dept of Health & Welfare-Pardons & Parole |

PROFESSIONAL AND COMMUNITY ACTIVITIES:

Patrick is the past President of the Idaho Chapter of Society of Industrial & Office Realtors (SIOR) and is a Commissioner on the Capital City Development Corporation. He is also a candidate for the Certified Commercial Investment Member (CCIM). Patrick was formerly on the Board of Directors for the Bishop Kelley Foundation and the Board of Directors for BOMA.

PATRICK SHALZ, SIOR

REFERENCES

LANDLORD

OWNER (PARTIAL)

UBS Realty Investors, LLC

Mr. Timothy Cahill, Director - Asset Manager
415.538.4820

Pitch Fork Management Group

Mr. Julio Bilbao, Asset Manager
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Murdoch Finance Company

Mr. Bruce Murdoch, President
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Brassey Family Partnership

Ms. Carol Brassey
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CONSULTANTS (PARTIAL)

City of Boise

Mr. David Bieter, Mayor of Boise Idaho
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Mr. Scott Straubhar, President/General Manager
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Mr. Mark Smith, President
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TENANT

USER (PARTIAL)

AARP

Ms. Leslie Titlow Good, Real Estate Mgr.
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GSA

Mr. Michael O'Brien
Supervisory Realty Specialist
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Micron Technology

Mr. Jay Hyder, Real Estate Manager
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State of Idaho

Ms. Linda Miller, Real Estate Manager
208.332.1929

Tri-Digital Group, LLC

Mr. Jim Armstrong, Co-Owner
208.433.9939

Pinnacle Risk Management Services

Mr. Dan Stephens, Manager
208.336.0482

Boise State University

Mr. Jeff Banka, RE Program Coordinator
208.426.2861

Amalgamated Sugar Company LLC

Mr. Ralph C. Burton, President and CEO
208.383.6511

Dennis Garpetti, D.D.S., Family Dental

Mr. Dennis Garpetti, Dentist
208.377.2160

PATRICK SHALZ, SIOR OFFICE BROKERAGE SERVICES

1189 TRANSACTIONS • \$445,400,000 CONSIDERATION

STONEHENGE PLAZA



SOLD
50,090 SF Shopping Center

3041 PASADENA



SOLD
63,637 SF Office Building

WASHINGTON GROUP PLAZA



LEASED
38,010 SF to GSA - US Attorney

LAKEPOINTE CENTRE I



LEASED
21,728 SF to GSA

400 BENJAMIN



SOLD
83,280 SF Flex Building

CAPITOL GATEWAY II



LEASED
25,000 SF to Regence Blue Shield

CSC BUILDING



LEASED
17,711 SF to Simplot Inc.

BRIDGER BUILDING I



LEASED
18,360 SF to ProTeam

LAKEPOINTE CENTRE I



SOLD
64,030 SF Office Building

EMERALD TECH CENTER



LEASED
20,092 SF to MarkMonitor

MEADOW LAKE VILLAGE



LEASED
54,000 SF to St. Luke's

AIRPORT CENTER



LEASED
46,000 SF to Department of Health & Welfare

PATRICK SHALZ, SIOR CASE STUDY

C.W. MOORE PLAZA OWNER REPRESENTATION



SIGNIFICANT ACCOMPLISHMENTS:

- 35,000 SF of office space in the downtown core, leased within an 18 month period.
- 100% occupancy in downtown Boise - one of only a couple of buildings to enjoy that occupancy rate.
- A targeted marketing approach, full-service team and different pricing strategy resulted in a full building.

Three years ago, despite a flourishing local business climate, downtown Boise's office buildings were hit with a vacancy problem. Several major companies like Microsoft and Idaho Power relocated, leaving building owners with over 50,000 sq. ft. of empty office space.

C.W. Moore Plaza, one of the downtown core's key office buildings, witnessed the departure of one large tenant who left a vacancy of more than 30,000 sq. ft., almost one-third of the building's total space. Eighteen months later, the building is once again fully occupied, a rarity in the competitive downtown submarket where the vacancy rate remains over 7 percent. Pat Shalz and Karena Gilbert, represented the building and used a unique strategy with great results.

Thornton Oliver Keller's extensive database, provided the team with critical information

regarding which tenants' leases were going to expire soon. "We had a very targeted marketing plan," said Shalz. "We focused specifically on software and design companies, and with that strategy had a continuous stream of tenant tours."

Shalz and Gilbert also had an entire team on hand throughout the leasing process, including an — architect, attorney, space planner, contractor and IT specialist. This team worked hand in hand with clients even before there was a letter of intent or an agreement to lease.

Additionally, with several new buildings slated to open in the downtown core with high asking rents, Thornton Oliver Keller advised a different approach. "The newer buildings were getting a lot of tours, so we thought it was important to stay below their rates," said Shalz. "By targeting our price at a very attractive point, we also had a lot of tours."