

# JOHNSTONE | PUCCINELLI | LANTGEN



Scott Johnstone · President  
Bridge Commercial Properties  
949.798.5659 office / 949.300.1057 mobile  
scott@bridgecre.com  
CA Broker #00950979

- 25 Years of Experience
- Specializing in Office Properties
- Tenant Representation



Greg Puccinelli · Senior Vice President  
Grubb & Ellis Company  
949.608.2059 office / 949.295.3323 mobile  
greg.puccinelli@grubb-ellis.com  
CA License #01215693

- 14 Years of Experience
- Specializing in Office Properties
- Corporate Services



Jason Lantgen · Associate  
Grubb & Ellis Company  
949.608.2031 office / 949.231.7351 mobile  
jason.lantgen@grubb-ellis.com  
CA License #01819454

- Specializing in Office Properties
- Corporate Services



Tara Piercy · Marketing Coordinator  
Grubb & Ellis Company  
949.608.2057 office / 949.285.4265 mobile  
tara.piercy@grubb-ellis.com  
CA License #01268354

- 11 Years of Marketing Experience
- Specializing in Office Properties



Hana Paradeiser · Marketing Coordinator  
Bridge Commercial Properties  
818.620.4376 office / 949.978.5501 fax  
hana@bridgecre.com

- 10 Years of Marketing Experience
- Specializing in Office Properties

## Team Experience

Our Team has over **50 years** of combined experience and has been responsible for over \$3 billion in real estate transactions throughout our award-winning careers.

## Team Capabilities

The combination of a sole proprietors mentality and attention to detail mixed with institutional experience and backing truly makes us a single source solution for all of your Corporate Real Estate needs.

- Lease Renegotiation
- Multimarket Corporate Representation
- Property Analysis + Space Optimization
- Architectural Review
- Relocation Analysis
- Site Acquisition
- Employee Location Optimization
- Construction Management
- Lease Administration
- Market Data & Analysis
- Property Analysis
- Lease Negotiations

## Deal Announcement:

**The Johnstone-Puccinelli-Lantgen Team, this week again successfully represented *Sunstone Hotel Investors*, a public hotel REIT, in the expansion of their corporate headquarters in Aliso Viejo, California. The eight year lease transaction takes *Suntone's* offices to 24,546 square feet and allows for their continued success and growth in the hotel ownership market place. Thank you *Sunstone* for your continued support. May 2, 2011**



Whether you are looking to renegotiate or renew your lease, relocate, expand or contract your office, our team is ready and committed to helping you make smarter, faster decisions, while maximizing market leverage, reducing your costs and freeing your valuable time.

## SOLUTION DRIVEN PROCESS



### STRATEGIC ASSESSMENT

- Assemble Team
- Learn About the Client
- Identify Objectives
- Operational Financial Analysis



### REVIEW AND ANALYZE OPTIONS

- Market Options & Survey
- Deal Negotiations
- Financial & Qualitative Analysis



### FINALIZE TRANSACTION

- Lease Negotiations
- Project Management



### POST TRANSACTION SERVICES

- Planning/Project Mgmt.
- Construction
- Move-in
- Close-out



### POST-MOVE-IN SERVICES

- Post-Move-In



### PARTIAL CLIENT LIST

360 Networks  
3848 Campus  
4th Wave Imaging  
A.G. Edwards & Sons  
Abacus Property Management  
Access Systems  
AccuPoll Holding Corp.  
Advanced Digital Systems Group  
Advantage CrownA  
egis Mortgage Corp.  
AG Edwards  
Agenda Computing  
Air Media  
AI Reeder  
Alliance Bancorp  
Allison & Neeley  
Alpha Graphics  
American Guardian Financial Group  
Anderson Jones Partners  
Aristos Logic Corp.  
Arrow Electronics  
Arthur Cooper  
Ascension Wellness Corp.  
ASE, Inc.  
Association of American Educators  
AT&T  
Buy.com  
C/C/S Architects  
California Bank and Trust  
California First National Bank  
CAL PAC Homes  
CALPE, LLC  
Careers 2020  
Children's Bureau of So. Cal.  
Chiropractic Provider Network  
Christian & Timbers

City of Laguna Hills  
Citywide Mortgage  
Collage Floor  
Contempo Design  
Controlled Energy Corp  
Countrywide Home Mortgages  
Crown Valley Imaging  
Curtis, Harris & alCyrk, Inc.  
D.P.S. Financial Services  
Daishinko (KDS)  
Danberg Development  
Daryl Meimberg & Associates  
Dave Dayton  
Digital Radiology  
Direct Loanline Lending, Inc.  
DK Marketing  
Domtar Industries  
Dr. Robert Derryberry  
Dr. Saeed Iranha  
Dr. Sbordone & Dr. Arnold  
Dzida, Carey & Steinman  
Eastridge Group  
E-Commerce Processing  
Edgewave Corp.  
eliberations.com  
Envision Financial Systems  
Epic Ventures  
ERN, LLC  
Ernst Roberts  
Federal Cleaning Contractors  
Fidelity Brokerage Services  
Fidelity Investments  
First Magnus Financial Corp.  
First Regional Bank  
First Team Realty  
Flexscan, Inc.  
Freight Brokers, Inc.  
Frontbase  
Gary King

Gates, O'Doherty, Gonter & Guy  
Gateway Title Company  
Gateway to a Better Education  
GCMHP, Inc.  
Gerontological Service of OC  
GKK Corporation  
Gonzalez & Gonzalez  
Green Cross Consulting  
Greg Lerum  
GSA  
Guisepppe & Anna Vitiello  
Hallmark Escrow  
Harte Hanks Shoppers  
Healthcare Placement Group  
HIH Insurance  
Hitomi & Cynthia Tsuyuki Family Trust  
Hollencrest Securities  
Hunt Building Corp  
Integrated Corp  
Integrated Information Systems  
Internet Accommodations Network  
Irwin Salon Services  
ISU Insurance Services  
J.L. Madison Co.  
JA Jones Environmental Services  
Jackson, DeMarco & Pechenpaugh  
John Hancock  
Joseph Mudd  
Kaiser Aluminum  
Kavesh & Gau  
Key Mortgage Corp  
KNKUS  
LabsKotkin & Associates  
La Monte Academy  
Laura Sprague, DDS  
Lawson & Baxter  
Lawyers Title Company  
Leonard Bekemeyer  
LGS Architects

LJ Melody & Co.  
Loan Link Financial Services  
Lotterfever.com  
Lucent Corp.  
Marriott Vacation Club  
Martin Orthopedic Rehabilitation  
Mary International, Inc.  
MaxComm  
Maxwell & Company CPAs  
Mazda America  
McDonald Investments  
MDTSC Holdings  
Mediterranean Shipping  
Merrill Lynch  
Microhard Technologies  
Microsoft  
Millennia Vision  
Mirman Enterprises  
Mob Media  
Multilayer Technology Inc.  
Mutual of Omaha  
MV Plaza, Inc.  
MyCFO, Inc.  
National Business Broker  
National Interbank  
National Training Systems  
Navman USA  
New Century Title Company  
OSI, LLC  
Outsource one  
Paladin Protective Services  
Paragon Realty Enterprises  
Park Place Real Estate Services  
Parviz Firozgar  
Peter Morrison  
Philadelphia Insurance  
Pickle Technologies  
Pinnacle Holdings  
Platinum Capital Group

PMI Mortgage Insurance  
PMZ Pension Corporation  
Point Center Financial  
Precision Pilates  
Prestige International USA  
Primary Mortgage Group  
Primus Automotive Fin Svcs.  
Princeland Properties  
Principal Financial Group  
Quad Rep Southern  
Quest Capital Strategies  
Rivers J. Morrell III/IRK Engineering Group  
Robert Hada  
Robert J. Morrissey  
Robert Kahn  
Robert Walto  
Robert Wigmore  
Royal Indemnity Company  
RSM Direct  
Saddington Shusko  
Saddleback Valley Educators  
SafeGuard/Westvaco  
Salomon Smith Barney  
Sares-Regis  
Schering-Plough Health Care  
Scion Technologies  
Scott Blum  
Seagull Software Systems  
Severspace  
Severson & Werson  
Shell Oil Company  
SmartHome, Inc.  
SOC Educators  
Sterling Software  
Stevan Gromet  
Sustainable Buildings Systems  
Sunstone Hotel Investors  
Swinerton & Walberg Company  
Swingin' Ape Studios

## REFERENCES

**PBS SoCal: "By combining the company's headquarters and TV studio under one location, PBS SoCal has finally found a home in Orange County. We found your team's attention to detail, market knowledge, negotiation tactics and professionalism paramount in getting us the best deal possible for the foundation. We appreciate your ability to align our short and long term goals for the foundation with our new office lease and location. Without your team's help, this would not have been possible. On behalf of PBS SoCal Foundation, we would recommend you to anybody who would need representation or information on the Real Estate Market"**



**-Mr. Mel Rogers, CEO/ President, PBS SoCal**

**"We just concluded the re-negotiation of an 86,415 square foot lease in Orange County. Our 23.4 million dollar lease obligation is strategic to the future of TechSpace & our shareholders. We benefited greatly from the efforts of Scott Johnstone & his team."**



**-Mr. James "Watty" Watson, CEO, TecSpace**