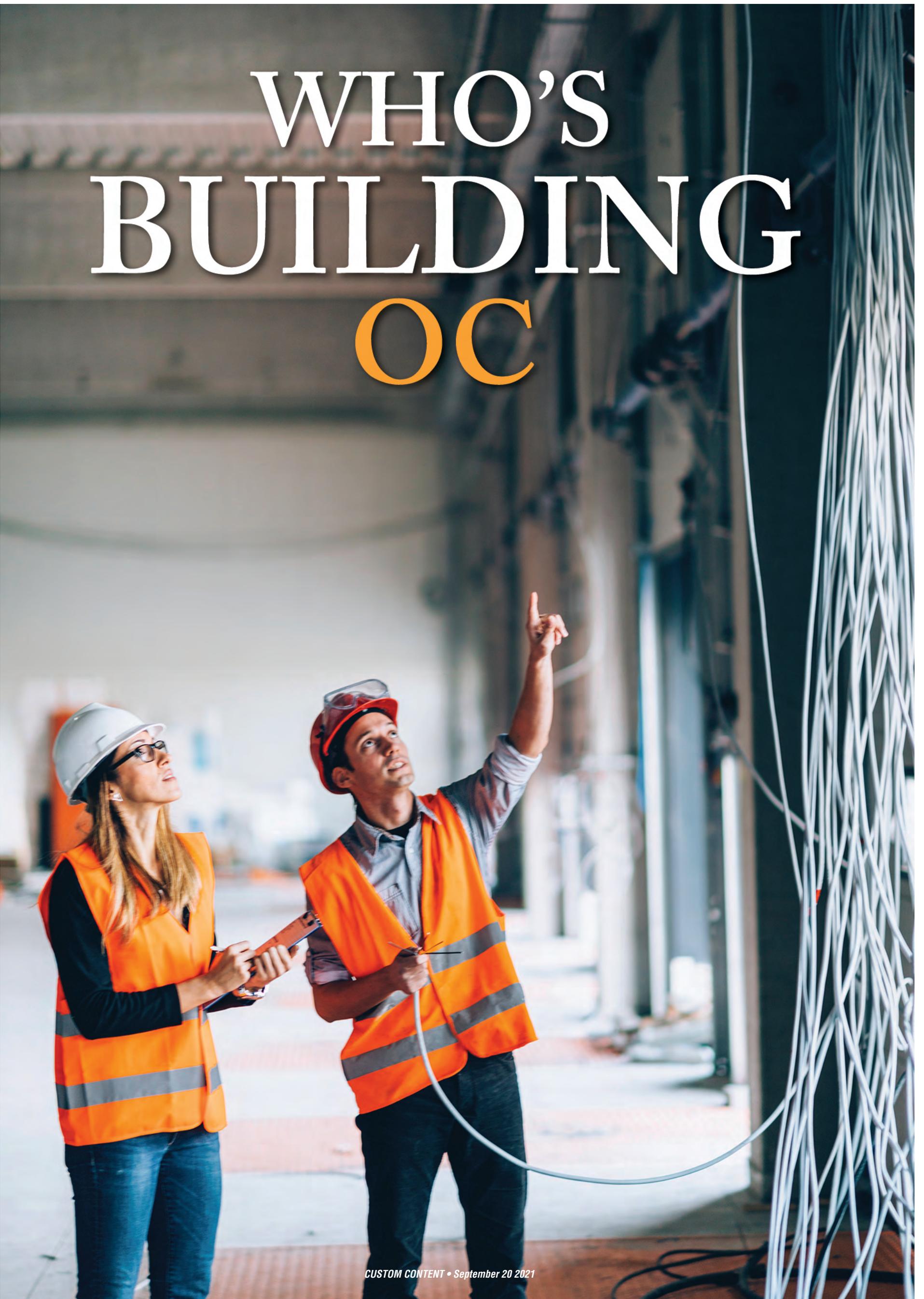


# WHO'S BUILDING OC





## Goodman Commences Work on a Major Urban Regeneration Project in Orange County, CA Enabling Same-Day-Delivery to Over 20 Million Consumers

*The new state-of-the-art facility will provide over 1.5 million square feet to prime logistics space*

Goodman has commenced development of a 1.5 million-square-foot, four building logistics campus in Orange County, CA, a prime logistics location. Scheduled for opening in spring 2022, Goodman Logistics Center Fullerton will be an exemplar in industrial sustainability and provide essential infrastructure for our customers to meet the increasing demand for logistics space with easy access to large consumer markets.

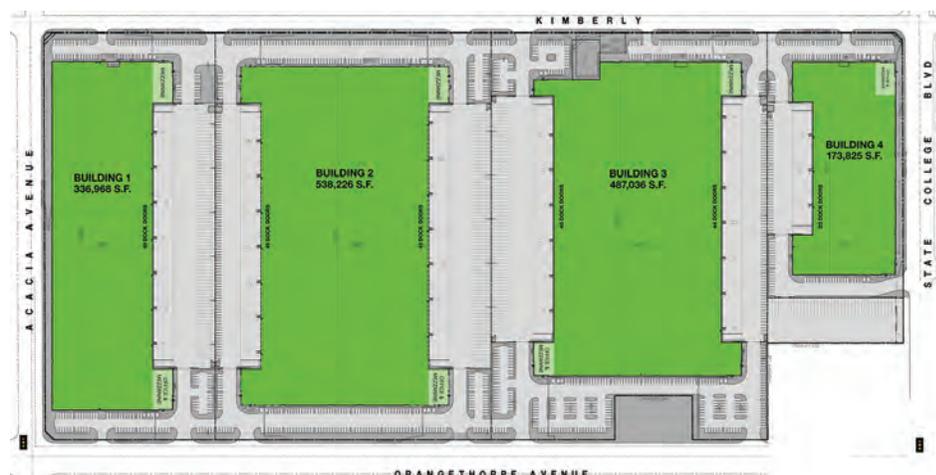
The site boasts excellent connectivity located less than one mile from the 91, 57 Freeways and 20 miles from the Port of Los Angeles and Long Beach. Customers will benefit from same day delivery to a population of 20 million consumers with an estimated combined consumer purchasing power of \$215 billion annually\*.



Comprised of four buildings, the new logistics facility will accommodate customer requirements ranging from 173,825 and up to 1,536,055 square feet. Built to meet the needs of the new digital economy, this modern facility features 40 foot clearance height, 185 foot truck courts, cross-dock configuration, generous trailer parking and will support advanced warehousing automation systems.

In line with Goodman's commitment to be leaders in environmental social governance, 95% of materials recycled on site will be used as part of the new construction. Once operational the development will replace the former heavy manufacturing use and reduce emissions by 62,994 MT/year. The project is LEED certified and includes other sustainable design features such as electric vehicle charging stations, motion detected lighting and a solar ready roofing system.

Anthony Rozic, CEO of Goodman North America said: "Customer demand for strategically located space, close to consumers, making a positive contribution towards a more sustainable world has never been more important. This new



property is not only sustainable, but will enable customers to achieve higher speed to market and access to world-class amenities such as restaurants, shopping, Disneyland Resort, Downtown Fullerton, Honda Center, Anaheim Convention Center, Angel Stadium and California State University, Fullerton."

"These new facilities form part of Goodman's ongoing commitment to invest in high-specification, efficient and sustainable spaces in strategic locations, providing customers with a competitive advantage and direct access to a large consumer-base." Goodman Logistics Center Fullerton is located at 2099 Orangethorpe Avenue, Fullerton CA. For more information about Goodman North America or the Fullerton property, please contact Lang Cottrell at (949 ) 407-0141 or lang.cottrell@goodman.com, Ben Seybold at (714) 371-9233 or ben.seybold@cbre.com or Sean Ward at (714) 371-9222 or sean.ward@cbre.com. Visit us.goodman.com or goodmanfullerton.com or follow Goodman Group on Twitter @Goodman\_Group, LinkedIn or Instagram @Goodman.Group.



Making space for greatness

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Logistics space for:

seamless operations

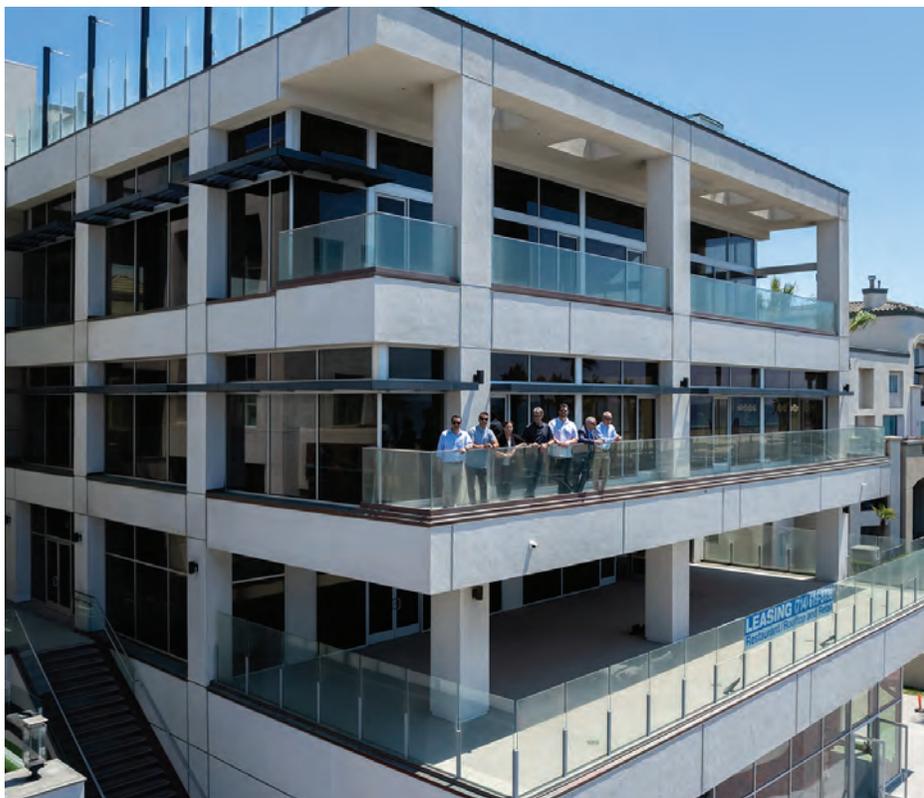
To be competitive, our customers need to be close to their customers. It's critical. It creates shorter transit times, more efficient distribution and, greatest of all, competitive speed to market.

Experience our latest project in Orange County providing sustainable, modern logistics space for lease from 175,000 - 1.5M square feet



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## Major Expansion Completed at Pierside Pavilion in Huntington Beach

Theory R Properties ([www.theoryr.com](http://www.theoryr.com)) has just completed the final phase of a multi-year expansion to Pierside Pavilion located at 300 Pacific Coast Highway directly across from the Huntington Beach Pier. Theory R has owned the property since 2002 and commenced a significant remodel and addition in 2016 to be constructed in three phases. Phase 1 consisted of a refacing and expansion of the store fronts and was completed by renowned architect and owner of Team Design, Jeff Bergsma. Mr. Bergsma designed the entire project and all phases. Team Design worked in concert with Morris Construction on Phase 2 and Phase 3 expanding the building to 120,000 square feet.

The expansion has added ground floor retail, 3rd and 4th story offices and an outstanding 2nd story restaurant space overlooking the ocean with a private elevator leading to rooftop dining. Pierside Pavilion located at 300 Pacific Coast Highway is home to Huntington Surf and Sport, Volcom, Hurley, Fred's Mexican Cafe, BLK, and Gallaghers Pub and Grill. Flame Burger, INIS Fragrances of Ireland, and Handel's Ice Cream will be opening their new spaces in the next several months.

Buddy Molway, Theory R's Vice President stated "I do not believe there is anything comparable to the views offered by any restaurant space in Southern California other than the ones in our building. We are excited with the completion of the three phases and have already filled all the new office space and most of the retail space with tenants that will attract business and visitors to Huntington Beach. We fully expect to be at 100% by year end."

Jeff Bergsma shared that he purposely designed the building additions to have ample covered terraces to take advantage of the sweeping views of the ocean, the pier, and Surf City USA. Mr. Bergsma stated, "this was a great opportunity to construct a more contemporary look to a landmark building where visitors tend to congregate due to its premier location."

Chris Morris, President of Morris Construction added "there is a lot of complexity when constructing subterranean foundation below sea level". We were delighted to be selected by TheoryR for our expertise in this area and for what has become an outstanding relationship and finish product".

Molway added "we could not be more delighted in working with Bergsma and Morris on this project and look forward to doing so again on future projects."



# BUILDING BETTER TOGETHER

Morris thrives on building relationships and establishing trust. We stand alongside our clients, design, and trade partners advocating as an ally every step of the way.

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## A General Contractor's Take on Relationships & Resilience

At Howard Building Corporation (HBC), we take pride in our relationships. As a general contractor with over 38 years of experience, we've been fortunate to work with incredible clients, industry partners, and subcontractors. Over time, several of these relationships have deepened in unexpected and beneficial ways, but nothing has quite had the ability to do so in such a short amount of time as COVID-19. Matt Loorya, Vice President at HBC, explains how this shared experience has helped strengthen bonds and put things in perspective.



"We were seeing this other side to our partners in projects that I think we wouldn't have seen if we weren't in this environment. We were present in our houses. Our children were seeing us more. It had an impact on how we operate and the grace that we give each other as clients and partners. We all adjusted to a different set of technology and tools. There were the awkward moments on Zoom where the kids were running up and saying, 'Mommy! Daddy!' We were trying to figure out a new set of rules in a virtual environment and we were reminded that we all have life outside of work."

Adjusting to a rapidly changing world and moving through uncertainty as a company strengthened our relationships with partners and clients. "We kind of looked at the situation and said, 'How do we make sure that we maintain stewardship of our clients' projects? How do we continue to move forward?' For HBC, I think how we pivoted was by really changing our dialog, not only internally,

but externally, and the types of communication we were having with our client. At the end of the day, we're their advisers. We're trying to make sure that we're painting a timely, accurate picture that allows them to make a good business decision."

In a similar way, the relationships formed at the project jobsites have been crucial to keeping everyone safe while mitigating delays. "It's really a story about resilience. Our superintendents, our subcontractors, and the tradesmen, I think, are the real unsung heroes in this. We had to have discussions about PPEs and disinfecting sites. We had to change crew sizes. We had to talk about social distancing. We had to look at different hours that we were working. And they really adapted to every step of it. They accepted the new norm. They put measures in place and rolled forward, and were a great testament, to the resilience of not only our subcontractors, but also the construction industry as a whole."

Loorya predicts it will take a while for the dust to settle. "Returning back to normal is not going to be over a week or a couple of months. It's going to go into the end of this year and into 2022 before we figure out really what the new norm is." Despite what the future holds, we know the construction industry will adapt and prevail. If these past 18 months have taught us anything, it's that we will work through it together.

HBC is a general contracting firm founded in 1983, servicing a broad spectrum of clients from our Los Angeles and Orange County offices. For more information, please contact Matt Loorya in Los Angeles at (213) 683-1850 or Genevieve West in Orange County at (714) 438-2272. To see our recent work, visit [www.howardbuilding.com](http://www.howardbuilding.com).

## BROKERS of the QUARTER

/ ORANGE COUNTY /



Nicholas Doder & Terence Kirk

Michael Russell & John Van Rossem

## In the face of change, these four brokers understand the need for stability.

In a shifting market, experience and stability can make the crucial difference in the decision to move. It's a big reason why **Terence Kirk** and **Nicholas Doder** of Colliers and **Michael Russell** and **John Van Rossem** of Mohr Partners collaborated on a recent 48K SF deal at Irvine Towers for their mutual client.

Our goal is to get people excited about coming to the workplace. Ease of access and an abundance of amenities are all paramount in that effort.

— Nicholas Doder

The team agreed that the exceptional amenities and service, combined with the stability that an experienced workplace owner and operator could provide, would be the perfect fit for their mutual client.

Congratulations **Terence, Nicholas, Michael** and **John**, on your success. Read the full blog post at [IrvineCompanyOffice.com/pipeline](http://IrvineCompanyOffice.com/pipeline).

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IRVINE COMPANY

As Orange County progresses through COVID-19, Phase III, Caliber celebrates our collective progress. Classified as an essential business, Caliber continued operations throughout Phase I in accordance with California guidelines and our staff proved flexible and resilient as they adapted to safer working protocols while meeting high standards of client service, schedule compliance and cost containment.

## LOOKING AHEAD

Looking ahead it's clear the day-to-day of every business will change and spaces will have to be constructed to:

- accommodate social distancing.
- provide higher sanitation and touch-free amenities.
- include technology that enables teams to be effective and productive while separated.

The adapted environments Caliber will bring to life will include:

- **Expanded Outdoor Spaces:** Well ventilated outdoor spaces will continue to play a vital role in allowing groups of people to congregate, work and play. The business-center outdoor spaces we have improved included features for open-space meetings as well as recreational activities.
- **Advanced Technology:** Recently Caliber completed a HQ in Los Angeles County that provided for an exceptionally untethered staff and freedom to meet and work anywhere in the space. The landline-free, 32,000 sq. ft. space is entirely mobile telecommunications enabled so that the staff never needs to be bound to any physical space to communicate with clients or each other.
- **Wellness-Enhancing Features:** For a leading health and beauty brand, Caliber incorporated a green wall for indoor nature exposures and exercise spaces.
- **Well Ventilated Spaces:** Ventilation will continue to be a focus in indoor spaces. Caliber has incorporated complex HVAC designs when ventilation is paramount to the operations and well-being of the occupants.
- **Filtered Ventilation:** Caliber anticipates increased upgrades to ventilation systems to accommodate newer filtration technology that will scrub the indoor air and provide for more sanitary work environments.

For those of you who put projects on hold, we are strong and thriving and ready to help you move forward. Caliber looks forward to constructing a new era-ready Southern California.

# Caliber

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## CDI Helping All of California Return to Work

As everyone returns to the workspace here at Coastline Development Inc. we are committed to meet your construction needs. For over 35 years Coastline Development, Inc. has been working with clients all over California to offer the best value for their construction dollars invested. We pride ourselves on handling all aspects of the construction process in a timely manner. Year after year, we strive to be a leader in the construction industry- tackling everything from Tenant Improvement, New Construction, Construction Defect, and Building Repositioning projects.



Our team of highly trained professionals set out to provide high quality service to each and every client by insisting on perfection in everything we do. We continuously strive to go above and beyond to exceed our client's highest expectations.

For more information please contact: [general@coastlinedevelopment.com](mailto:general@coastlinedevelopment.com).



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# CLUNE

## CONSTRUCTION

## Transparency in Construction Management – A Look at Clune Construction's Open Book Methodology

Accurate or not, the construction industry has historically faced unfavorable perceptions. In Southern California, Clune Construction has been combating this for its 24-year history through award-winning company ethics and open book methodology.

When assembling a Guaranteed Maximum Price, Clune's strong industry relationships translate to subcontractors wanting to be on their bid list and on their jobsites. Clune's project teams work tirelessly to provide the highest quality spaces and utmost client satisfaction.

### Subcontractor Selection

To provide the highest quality finished product for its clients, Clune works with top-tier subcontractors. Clune's pre-qualification process evaluates each subcontractor to confirm their financial security, safety record and manpower before they can bid on a project.

Clune's market leverage helps get the most competitive pricing. Subcontractors know Clune runs a safe, clean jobsite, allowing them to put together pricing without factoring in potential issues, down-time or mis-coordination of work.

### Awarding a Job

Clune has adopted a purposeful bidding and scope review process to buy the job correctly upfront. They put together a detailed bid package allowing each trade to provide accurate pricing and clarify which trade is handling each specific scope item. Clune sources competitive pricing from three-to-five qualified bidders, levels the bids, and invites the two lowest bidders to a scope review meeting with architects and clients.

"This promotes transparency and assists the team in ensuring every box is checked," says Randy Starbird, President of Clune's West Region.

Schedule, logistics, safety, material purchasing and lead times are all discussed in a scope review. They also determine potential value engineering opportunities to lower overall costs, while maintaining design intent. This level of detail helps determine anything that could impact cost later on, allowing Clune to cover and buy in a

competitive environment.

For example, on a build-out of 12 floors, the design intent was to reuse existing perimeter soffit. However, when meeting with subcontractors during scope reviews, the team realized doing this wasn't feasible and would have been more costly.

"Had that conversation not happened, there would've been a major cost and schedule implication when the team was already on-site and building," said Starbird.

After a scope review, Clune can confidently recommend the most competitively-priced subcontractor knowing they have the full scope bought, and can complete the project as intended.

### Tracking Every Dollar

Clune's clients receive the same transparency throughout their project's duration. Weekly updates are provided, showing the job's schedule overview, upcoming tasks, safety record, architectural progress and overall financial health. Project stakeholders can see where every dollar is allocated and where the project stands at any given moment.

To Clune, full transparency means more than just financial reports. "Even if there's a change that doesn't impact the project's budget, clients still receive a detailed explanation of the change," Starbird explains.

### The Value

Clune's Southern California clients have the secure knowledge that any construction intangible will be bought upfront, rather than dealing with change orders down the road. Clune goes beyond what's shown on the drawings to account for every potential cost.

"Transparency is just one of the behaviors that contribute to the Clune Way Values of Service, Teamwork, Respect, Excellence, Leadership and Innovation," said Starbird. "These values are the foundation of who Clune is, and among the reasons that a large percentage of our clients are repeat clients."



**BUILDING OC**  
**FOR OVER 20 YEARS**

**ABOUT CLUNE** Clune Construction is an employee-owned, national general contractor, providing construction management services for some of the most respected companies in the world. With six offices across the U.S., Clune manages over \$1 billion in commercial and mission-critical projects annually and was ranked one of the Best Places to Work.

**CLUNE**  
CONSTRUCTION