



# ORCHARD PARTNERS

Orchard Partners is a diversified real estate investment and development firm headquartered in the San Francisco Bay Area. The Company focuses on core and value-add investment opportunities, and specializes in office and industrial properties throughout the Western United States.



Since 1973, the name “Orchard” has been synonymous with outstanding industrial, office and R&D projects throughout Silicon Valley and the greater Bay Area. Building upon the legacy of Orchard Properties established over 35 years ago, Orchard Partners was founded by Tyler W. Higgins and Michael J. Biggar to continue the investment and development activities of Orchard.

The managing principals of Orchard Partners have been responsible for the acquisition or development of over 40 million square feet of Industrial property and 5 million square feet of Office and R&D properties in over 125 separate transactions with an aggregate value exceeding \$5 billion.



Orchard Partners targets both core and value-add investments, including stabilized and unstabilized acquisitions, build-to-suits, land developments, speculative developments, pre-sales and redevelopments of office, R&D and industrial properties. Risk-oriented situations as well as leased buildings with a potential for future upside are of particular interest.

Since its inception Orchard Partners has acquired over 30 industrial and R&D properties exceeding \$500 million of total investment cost. The Company has cultivated strong relationships with a select group of equity partners and lenders, maintaining an alignment of interest with our capital partners by co-investing in properties that it acquires or develops.








































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	PROPERTY	CITY	TYPE	SIZE (SF)	CAPITAL PARTNERS	MAJOR TENANTS
R&D	1545 Barber Lane	Milpitas, CA	R&D	87,380	         	         
	Oak Creek Technology Centre	Milpitas, CA	R&D / Office	199,053		
	Valley Business Park	San Jose, CA	R&D / Flex	166,928		
	928 E. Arques Avenue	Sunnyvale, CA	R&D / BioTech	51,450		
	930 E. Arques Avenue	Sunnyvale, CA	R&D / BioTech	31,276		
	1252 Orleans Drive	Sunnyvale, CA	R&D / Office	50,000		
	1310 Orleans Drive	Sunnyvale, CA	R&D / Office	50,000		
	475 Oakmead Parkway	Sunnyvale, CA	R&D / Office	57,310		
	535 Oakmead Parkway	Sunnyvale, CA	R&D / Office	55,000		
	1313 Geneva / 281 E. Java	Sunnyvale, CA	R&D / Office	51,017		
			<b>TOTAL R&amp;D</b>	<b>799,414</b>		
WAREHOUSE	Auburn Logistics Center	Auburn, WA	Warehouse	885,263	     	      
	Baypointe Business Center	Newark, CA	Warehouse	333,718		
	2164 N. Batavia	Orange, CA	Warehouse	246,732		
	590 Brennan Street	San Jose, CA	Warehouse	109,400		
	Byron Industrial Center	Whittier, CA	Warehouse	72,281		
	Creekside Distribution Center	Kent, WA	Warehouse	135,300		
	Dowe Industrial Center	Union City, CA	Warehouse	72,281		
	Huntwood Logistics Center	Hayward, CA	Warehouse	323,254		
	Mattel Design Center	El Segundo, CA	Warehouse	192,053		
	2899 - 2935 Mead Avenue	Santa Clara, CA	Warehouse	121,358		
	N 405 Distribution Center	Renton, WA	Warehouse	124,573		
	Santa Fe Distribution Center	Redondo Beach, CA	Warehouse	111,363		
	Skylab Distribution Center	Huntington Beach, CA	Warehouse	305,778		
	SFO Logistics Center	S. San Francisco, CA	Warehouse	580,848		
	Valley View Distribution Center	Cerritos, CA	Warehouse	309,934		
	405 Victory Distribution Center	S. San Francisco, CA	Warehouse	210,478		
2002 West Valley Highway N.	Auburn, WA	Warehouse	18,000			
2302 West Valley Highway N.	Auburn, WA	Warehouse	149,023			
1200 Whipple Road	Union City, CA	Warehouse	257,500			
			<b>TOTAL WAREHOUSE</b>	<b>4,351,556</b>		
OFFICE	Lafayette Terrace	Lafayette, CA	Class A Office	47,577		
	Landing at Great America Pkwy	Santa Clara, CA	Class A Office	220,000		
	Middlefield Crossing	Mountain View, CA	Class A Office	175,697		
			<b>TOTAL OFFICE</b>	<b>443,274</b>		



Orchard Partners actively seeks to acquire existing buildings and land for development or redevelopment. Risk-oriented situations as well as leased buildings with a potential for future upside are of particular interest. Please visit our web site for complete guidelines.



#### EAST BAY OFFICE:

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Bonnie Watson Nicole Sidlauskas Dan Sarhad Michael Biggar John Samotyj Lisa Abad Ernie Knodel Tyler Higgins David S. Fries

*In January 2007, Michael J. Biggar and Tyler W. Higgins co-founded Orchard Partners in order to combine and leverage their own expertise and reputations under a common platform. The formation of Orchard Partners represents the joining together of two of the Bay Area's most respected industry veterans, each of whom has more than 25 years of real estate experience.*

**Michael J. Biggar, Managing Partner**

Mike Biggar began his career in Bay Area commercial real estate in 1981. Prior to co-founding Orchard Partners in 2007, Biggar co-founded Orchard Investors, LLC with David J. Brown in 1994 to continue the investment and development activities of its predecessor company, Orchard Properties. With Orchard Investors, Biggar was responsible for acquisition, development, financing, and operation of over 1.5 million square feet of R&D/office product and over 360 acres of land.

Prior to forming Orchard Investors, Biggar ran the Silicon Valley office of a major regional commercial real estate brokerage firm. He also served as an Industrial Broker and Industrial Group Head over the course of his nine years with the firm. Previously, Biggar was Development Manager at Holvick deRegt Koering, supervising the development of the HdK's Silicon Valley R&D/Industrial projects.

Biggar received his bachelor's degree from Stanford University and his MBA from the Stanford University Graduate School of Business. Biggar was the 1997 President of NAIOP-Silicon Valley Chapter and currently serves on its board of directors. He is an active member of the Policy Advisory Board of the UC Berkeley Fisher Center for Real Estate and Urban Economics, and early in his career was a two-time recipient of the San Jose Metropolitan Chamber of Commerce/Association of South Bay Brokers award as Outstanding Industrial/R&D Real Estate Broker.

**Tyler W. Higgins, Managing Partner**

Tyler Higgins is a fifth generation native of the Bay Area, and has been involved with commercial real estate since 1986. Prior to co-founding Orchard Partners, Higgins was Managing Director of AMB Property Corporation (NYSE: AMB), where he was employed for 16 years and participated actively in AMB's IPO. While at AMB, he served in a variety of capacities, most recently as Managing Director of its West-Central region and as a member of its Investment Committee. Prior to this position, Higgins directed the firm's acquisitions program and investment strategy for North America.

From 1990 through 2006, Higgins acquired or structured joint ventures to develop over 100 projects totaling more than 45 million square feet of commercial space and exceeding several billion dollars throughout the United States. In addition to transactions in other markets, he acquired AMB's industrial and R&D portfolio in the Bay Area and many of its projects located on the West Coast. Before joining AMB, Higgins worked with The Shidler Group where he acquired and financed properties throughout the United States.

Higgins graduated with a BA in Economics from the University of California at Berkeley. Currently, Higgins is a member of the Urban Land Institute (ULI) and serves his council, IOPC--Red, as its Vice Chairman. Higgins is a past director of the National Association of Industrial and Office Properties (NAIOP) San Francisco chapter, and is a past president of the Belden Club of San Francisco. Higgins has served as a member of several boards and is currently involved with several charitable and conservation-oriented causes.



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# ORCHARD PARTNERS

## ACQUISITION CRITERIA

Orchard Partners targets both core and value-add investments, including stabilized and unstabilized acquisitions, build-to-suits, land developments, speculative developments, pre-sales and redevelopments of office, R&D and industrial properties. The Company has cultivated strong relationships with a select group of equity partners and lenders, maintaining an alignment of interest with our capital partners by co-investing in properties that it acquires or develops.



Huntwood Logistics Center, Hayward, CA

Orchard Partners actively seeks to acquire existing buildings and land for development or redevelopment. Risk-oriented situations as well as leased buildings with a potential for future upside are of particular interest. The Company targets properties along the following general guidelines:

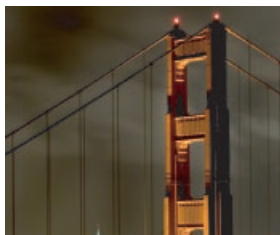
<b>Location:</b>	Major metropolitan areas within the Western United States.
<b>Product Type:</b>	Industrial, R&D and office buildings, or development land.
<b>Leasing Status:</b>	For existing buildings, any occupancy status will be considered. There is no minimum initial yield requirement.
<b>Transaction Size:</b>	Single properties or portfolios exceeding \$2.5 million, with no maximum.
<b>Physical Condition:</b>	Properties in any condition will be considered. We are willing to look at properties with environmental challenges.
<b>Timing:</b>	Closing in 30 to 90 days, depending on property type and seller requirements.
<b>Broker Protection:</b>	The Company maintains a property submission database so as to protect brokers who present properties they have listed or who submit off-market deals for our consideration. Additionally, the Company will consider paying a finder's fee to brokers who are the procuring cause for its interest in a particular transaction.
<b>Orchard Reputation:</b>	<ul style="list-style-type: none"> <li>• All cash buyer with the ability to close quickly.</li> <li>• Responsive acquisition team.</li> <li>• Experienced buyer with proven track record.</li> <li>• Preference for complicated transactions (i.e. leasehold interests, environmental contamination, leasing risk, functional obsolescence).</li> </ul>

**Recently-Acquired Properties:**

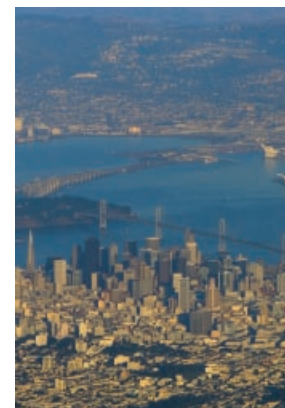
Auburn Logistics Center	Auburn, WA	885,263 sf
Byron Industrial Center	Whittier, CA	72,281 sf
Creekside Distribution Ctr.	Kent, WA	135,300 sf
Dowe Industrial Center	Union City, CA	191,989 sf
Java @ Geneva Drive	Sunnyvale, CA	51,017 sf
Huntwood Logistics Center	Hayward, CA	323,254 sf
Mattel Corporate Center	El Segundo, CA	192,053 sf
N 405 Distribution Center	Renton, WA	124,573 sf
Skylab Distribution Center	Huntington Beach, CA	305,778 sf
SFO Logistics Center	S. San Francisco, CA	580,841 sf
Valley View Distribution Ctr.	Cerritos, CA	309,934 sf
405 Victory Distribution Ctr.	S. San Francisco, CA	210,478 sf
Whipple Logistics Center	Union City, CA	257,500 sf

### Partner Contacts:

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