



Frank Fudem

Senior Vice President/Partner

201 California Street, Suite 800
San Francisco, CA 94111
Phone: 415-677-0455
Email: ffudem@ctbt.com
License #: 00879077

Background and Experience:

Mr. Fudem represents corporate tenants in office space transactions including relocations, lease renewals, purchases and consulting.

Qualifications:

- San Francisco's top tenant broker: Frank Fudem has represented more office tenants in more successful office transactions in San Francisco than any other broker.
- He has represented local and national tenants in transactions totalling millions of square feet with an aggregate value over \$750 million.
- Repeat clients and referrals make up about 70% of his practice.

Mr. Fudem is a recognized expert on the San Francisco office market and has testified on business and real estate matters before both San Francisco Planning Commission and San Francisco Board of Supervisors. He has been widely quoted and/or published in:

San Francisco Business Magazine
San Francisco Business Times
San Francisco Chronicle
San Francisco Examiner
San Francisco Independent
Business Xpansion Journal
The Daily Journal
Journal of Property Management
Northern California Real Estate Journal
Real Estate Forum Magazine

Television Appearances include:

5 O'clock News, KPIX Television (Channel 5)
10 O'clock News, KTVU Television (Channel 2)
"Banmiller on Business," KTVU Television (Channel 2)
KRON Television (Channel 4)
KTSF (Channel 26)
"SF Business" on TCI Cable (Channel 27)
"SF Business" on AT&T Cable (Channel 29)

Professional Affiliations and Designations:

- Board of Directors of San Francisco Chamber of Commerce
- Board of Directors of SPUR (San Francisco Planning and Urban Research)
- Board of BOMA Political Action Committee (Building Owners and Managers Association)
- Advisory Board, Market Street Railway
- Board of Directors of Leadership San Francisco (past member)

Significant Transactions:

LAW:

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Farella Braun + Martel LLP (112,208 s.f.)
Bronson, Bronson & McKinnon (85,318 s.f.)
McKenna, Long & Aldridge L.L.P. (65,733 s.f.)*
Rogers Joseph O'Donnell & Phillips (58,206 s.f.)*
Trucker-Huss (43,746 s.f.)*
Kauff, McClain & McGuire (33,240 s.f.)*
Steinhart & Falconer LLP (30,473 s.f.)
Thierman Law Partnership (27,176 s.f.)*
State Farm Insurance Claims Litigation Counsel (22,675 s.f.)*
Barger & Wolen, LLP (13,847 s.f.)
Folger Levin, LLP (12,060 s.f.)
Bouhey, Garvie & Bushner (11,824 s.f.)*
Kaufman & Logan LLP (10,603 s.f.)
Goldberg Stinnett Meyers & Davis (8,646 s.f.)
Rudy & Zieff (7,986 s.f.)
Beveridge & Diamond, P.C. (7,256 s.f.)

FINANCE:

Security Pacific Leasing Corp. (Corporate Headquarters) (59,267 s.f.)
GMAC Commercial Mortgage (58,995 s.f.)*
Volpe Brown Whelan & Company, LLC (43,170 s.f.)*
Hellman & Friedman LLC (39,982 s.f.)*
Loomis, Sayles & Company (38,878 s.f.)*
Osterweis Capital Management, Inc. (36,782 s.f.)*
Imperial Bank (19,292 s.f.)*
Diversified Corporate Loans (18,746 s.f.)*
Bank of the West/Banque Nationale de Paris (14,271 s.f.)*

CORPORATE:

Williams-Sonoma, Inc. (Corporate Headquarters) (90,100 s.f.)
E-Greetings Network (70,321 s.f.)
Sega (Corporate Headquarters) (69,546 s.f.)
Pacific Gas and Electric Company (54,648 s.f.)*
Evolve Software (51,261 s.f.)
Working Assets Funding Service, Inc. (45,918 s.f.)*
The Kimpton Group (Corporate Headquarters) (20,534 s.f.)*
Pacific Maritime Association (19,006 s.f.)
URS Corporation (6,916 s.f.)
Ishihara Corporation (US Corporate Headquarters) (6,049 s.f.)

NOT-FOR-PROFITS:

San Francisco State University (149,170 s.f.)*
Public Policy Institute of California (142,972 s.f.)*
San Francisco Conservatory of Music (90,000 s.f.)
San Francisco Foundation (22,742 s.f.)
Hispanic Scholarship Fund (21,507 s.f.)*
James Irvine Foundation (16,264 s.f.)
Global Fund for Women (14,339 s.f.)
Transbay Joint Powers Authority (12,378 s.f.)

Women's Funding Network (7,921 s.f.)

ACCOUNTING & CONSULTING:

Arthur Andersen & Co. (129,581 s.f.)*
Hewitt Associates LLC (118,674 s.f.)*
The Boston Consulting Group (38,960 s.f.)*
General Electric Consulting Services (28,748 s.f.)*
Heidrick & Struggles (16,415 s.f.)
Application Group, Inc. (15,540 s.f.)
ADP (15,366 s.f.)
Application Resources, Inc. (11,570 s.f.)
Korn/Ferry International (9,094 s.f.)
SpencerStuart (5,229 s.f.)

INSURANCE & HEALTH CARE:

Brown and Toland Medical Group (110,826 s.f.)*
State Farm Insurance Companies (62,258 s.f.)*
AIPSO/CAARP/Wstn. Asso. of Auto Insurance Plans (56,022 s.f.)*
Republic Indemnity Company of America (39,855 s.f.)
State Mutual Life Assurance Company of America (33,062 s.f.)*
Workers' Compensation Insurance Rating Bureau (31,361 s.f.)
Golden Gate Urology, Inc. (10,232 s.f.)

TECHNOLOGY & SOFTWARE:

Market-Touch Corporation (38,332 s.f.)
Productopia, Inc. (30,402 s.f.)*
VoiceCom Systems, Inc. (Corporate Headquarters) (15,688 s.f.)

ADVERTISING & PUBLISHING:

BBDO (29,774 s.f.)*
MZ Group (22,407 s.f.)*
Rainoldi Kerzner Radcliffe (13,438 s.f.)
Sunset Magazine (8,835 s.f.)*
Time, Inc. (7,113 s.f.)*
Lewis, Browand & Associates (6,250 s.f.)

ARCHITECTURAL, ENGINEERING, ENVIRONMENTAL CONSULTING:

EIP Associates (24,906 s.f.)*
Brown, Vence & Associates (11,075 s.f.)*
Wilbur Smith Associates (7,971 s.f.)

TRANSPORTATION:

Pacific Maritime Association (19,006 s.f.)
N Y K Line (North America) Inc. (15,430 s.f.)
Kerr Steamship Company, Inc. (6,765 s.f.)

* Two or more transactions.

Newsletter Links:

1st Quarter 2010 Newsletter
4th Quarter 2009 Newsletter
2nd Quarter 2009 Newsletter
2nd Quarter 2008 Newsletter
1st Quarter 2008 Newsletter
4th Quarter 2007 Newsletter
3rd Quarter 2007 Newsletter
2nd Quarter 2007 Newsletter
1st Quarter 2007 Newsletter
4th Quarter 2006 Newsletter
2nd Quarter 2006 Newsletter
4th Quarter 2005 Newsletter
2nd Quarter 2005 Newsletter
4th Quarter 2004 Newsletter
3rd Quarter 2004 Newsletter
2nd Quarter 2004 Newsletter
1st Quarter 2004 Newsletter
2nd Quarter 2003 Newsletter
3rd Quarter 2002 Newsletter
1st Quarter 2002 Newsletter
4th Quarter 2001 Newsletter
3rd Quarter 2001 Newsletter
2nd Quarter 2001 Newsletter

Website Links:

Association of Bay Area Governments, www.abag.ca.gov
Bay Area Council, www.bayareacouncil.org
Bay Area Earthquake Faultlines, www.sfbayquakes.org
Bay Area Economic Forum, www.bayeconfor.org
Boston Properties, www.bostonproperties.com/
BT Commercial, San Francisco, www.naibtcommercial.com/btsanfrancisco
Building Owners and Managers Association/San Francisco (BOMA), www.bomasf.org
California Business Portal, <http://kepler.ss.ca.gov/list.html>
California Coastline Aerial Photographs, www.californiacoastline.org
Emporis, www.emporis.com
EOP, www.equityoffice.com
Leadership San Francisco, www.sfchamber.com/
Market Street Railway, www.streetcar.org
New California Network, www.newcalnet.org
Parking Information www.parkingquest.com
Public Policy Institute of California, www.ppic.org
San Francisco Center for Economic Development, www.sfcde.org
San Francisco Chamber of Commerce, www.sfchamber.com
San Francisco Crime Mapping System, www.sfgov.org/site/police_index.asp
San Francisco Planning Department, www.sfgov.org/site/planning_index.asp

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San Francisco Planning and Urban Research (SPUR), www.spur.org
San Francisco Enterprise Zone, www.sftaxcredits.com/sanfrancisco/ez.htm
San Francisco High-rises, <http://forum.skyscraperpage.com/showthread.php?threadid=24868>
San Francisco Solar Map, <http://www.sf.solarmap.org>
Seismic Vulnerability Map, <http://sfgeo.wr.usgs.gov/liquefaction/susceptibility.html>
Shorenstein, www.shorenstein.com
San Francisco DataSF App Showcase, www.datasf.org/showcase
Sign up for Spare the Air updates, www.sparetheair.org
Sign up for Emergency Ride Home, www.sferh.org
Sign up for transportation updates, www.tmasfconnects.org
Save on transit costs, www.commuterbenefits.org
Get the latest information on the Transbay Transit Center development project, www.transbaycenter.org
Get the latest transportation information, www.511.org