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Lowe Looks High

With the tech industry popping, **Lowe Enterprises Real Estate Group** is looking to expand its NorCal portfolio. **Yesterday** we chatted with the company's new San Fran point man, SVP **Hanns Lee**. He oversees acquisitions, investments, and developments, including Lowe's newly acquired **North First Street** site in San Jose.

Hanns tells us the **43-acre** development is entitled for more than **2M SF** of office uses and should speak well to the area's big base of **technology tenants**. It's located in the **Golden Triangle** (defined by highways 101, 880, and 237, as if you didn't know), one of north San Jose's most **desirable** locations. With Palo Alto and Mountain View filled up, "the **momentum** is heading in that direction." He sees an opportunity for a large user to develop a corporate HQ or regional campus. The company is just in the process of interviewing architects, and construction timing largely will be market-dependent. But if there's a good match between a user and the buildings they end up designing, "it's possible for us to be out of the ground by the end of **next year**."

Hanns is also responsible for ongoing management and development of **Clearview Business Park**, a suburban office complex in San Mateo. Lowe plans to **entitle** another **130k SF** and hopes to begin marketing in the fall. Formerly a regional HQ for **Visa USA**, the project contains **270k SF** of existing space, which was **vacant** when Lowe acquired it. Today it's about 60% leased with "good activity" on the remaining 40%, which is he's **optimistic** about adding to the campus. Hanns tells us Lowe is "ideally positioned" to take advantage of the recovery in the local markets. While remaining focused on its activities up and down the **101 Corridor**—the Peninsula and South Bay—the company's also looking at **value-added** opportunities in The City.

Lowe previously developed **500 Terry Francois**, a 300k SF, LEED Silver office building in Mission Bay, acquired by CBRE Investors in 2008. The Sobrato Organization and TMG Partners bought it earlier this year for $91M. Hanns, who was born in **Germany** (but grew up in the US), is no stranger to San Francisco—he served as director of NorCal acquisitions for **Hines**, where he completed more than **$1B** of deals. (He might even be able to tell you where to find a good plate of *schnitzel*.) At Hines, Hanns worked on predevelopment activities for **Transbay Tower**, a spec office project planned for 1.3M SF, as well as the **100 Montgomery** and **Parkside Towers** projects. The latter was a “virtually empty” building that Hines re-leased to **99%** occupied before selling. Hanns has two young boys (five and six), so when he’s not scouting sites, you often can find him engaged in **coach-pitch** and T-ball.

MILES PER GALLEN

We caught up with Gallen.Neilly Associates’ **Tim Gallen**, who just returned from the Sturgis motorcycle rally and the **spiritual experience** of riding his Harley through the Black Hills of South Dakota (Mt. Rushmore, Devil's Tower). It’s a “maintain sanity” thing and also “keeps my peripheral vision sharp,” Tim told us **today**. He and his wife, **Lori**, have been riding motorcycles around the Western US throughout their marriage. They’ve even shipped their bikes to **Milwaukee** for some Harley anniversary fests. Next ride: Labor Day weekend in **Bend, Ore**. With the summer winding down, Tim’s **back in gear** with Gallen.Neilly’s national business, and the market positioning and media strategies for the firm's CRE clients—most have been with Tim and partner **Andrew Neilly** for 20-plus years. But if they’re in a meeting and “my mind **drifts off** for a moment when I hear a Harley riding by the office, they understand.”

PALO RELO WITH ROOM TO SPARE

When this photo was taken, all the employees must've been out at Applebee's, but they really have no excuse to leave anymore. **CresaPartners** completed a 110k SF, **start-to-finish** HQ relocation and expansion for **Palo Alto Networks** at 3300 Olcott St in Santa Clara. The assignment called for **multiple**, integrated services including strategic planning, site selection, transaction management, and project management. According to Bay Area project management group principal **Robin Weckesser**, CresaPartners helped find maximum headcount per square foot and **flexible** space planning; without tossing the master plan, PAN was able to accommodate 50 additional employees. The network security company previously occupied 35k SF in Sunnyvale. CresaPartner' **John Brady** repped PAN in the office lease, while Robin and project director **Doug Schmitt** oversaw the relocation planning.

What commercial real estate person would you like to see on the face of Mt. Rushmore? Tells us at julie@bisnow.com.