

# TRA

Tenant Realty Advisors

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## William R. Beck ~ Résumé

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### Education/Military

1964 – 1968

**MICHIGAN STATE UNIVERSITY**, Bachelor of Science Deg

1969 – 1978

**U.S. MARINE CORPS.**, Captain, served as Platoon Commander, Company Commander and Squadron Administrative Officer.

### Family

Second eldest of eleven children; grew up on a family farm in Michigan; married thirty years with boy/girl twin young adults.

### Professional

2000 – Current

**TENANT REALTY ADVISORS**, Founded to provide professional representation to tenants and purchasers of office and industrial properties in Boise, Idaho.

1996 – 2000

**COLLIERS INTERNATIONAL**, Tenant Advisory Services, Boise, Idaho. Focused on representing tenants and purchasers of office and industrial properties.

1991 – 1996

**WHITE-LEASE-CLARK COMPANY**, President, Commercial Real Estate Services, Boise, Idaho.

1987 – 1991

**DAUM COMMERCIAL REAL ESTATE SERVICES**, Branch Manager, Newport Beach, California.

1985 – 1987

**COLDWELL BANKER COMMERCIAL** (now **CB RICHARD ELLIS**), Sales Manager, Anaheim, California

1980 – 1985

**COLDWELL BANKER COMMERCIAL** (now **CB RICHARD ELLIS**), Senior Salesman, Santa Ana, California

1976 – 1980

**CORPORATE REALTY, INC.**, Tenant Representative Specialist, Irvine, California

### Organizations

**SOCIETY OF INDUSTRIAL & OFFICE REALTORS (SIOR)**, accepted as a member in 1995.

## List of Past Clients

<u>Sq. Ft.</u>	<u>General Business</u>
3,478	Lee Hecht Harrison
145,732	Keystone RV Company
1,853	Persi - USA
1,456	Xerox Corporation
4,700	Lam Research
3,783	Northwest Research Group
9,963	Xerox
5,000	Grace Retail Corporation
11,657	NYK Lines
11,834	Qwest
12,200	Amalgamated Sugar Company
17,272	Rogers Seed Company
24,992	Carlson Leisure
13,500	World Travel Partners
2,762	Organization Consultants & Management
3,772	General Motors Corporation
4,359	MSB Blue Shield
3,200	American Home Care
4,334	Advent Information Systems
6,432	American Title Insurance Company
16,900	Computer Learning Center
15,400	Science Applications Inc.
14,872	Community Home Health
11,520	Decibel Products
11,250	Cricket Communications
7,676	Syndicated Office Systems
<u>Sq. Ft.</u>	<u>Financial Services/Securities/Brokerage</u>
13,935	Manufacturers Hanover Financial Services
9,800	Morgan Stanley
8,292	D. A. Davidson
8,000	Smith Barney
3,200	B & H Investment Management
16,500	Clearwater Financial Advisors
2,655	Milliman & Associates
3,629	Wedbush Securities
8,800	UBS Union Bank of Switzerland
6,000	RBS Financial Services

10,376	Dun & Bradstreet
17,300	Merrill Lynch
3,223	Trans American Financial Services
2,400	Fidelity Funding
2,302	Mortgage Guaranty Insurance Corporation
2,200	Manufacturers Hanover Financial Services

**Sq. Ft.**

**Banking/Insurance**

72,191	Nationwide Mutual Insurance
50,000	Allstate Insurance Company
16,000	Key Bank
13,908	Liberty Mutual Insurance
11,030	Liberty Mutual Insurance
7,100	Farmers Insurance Agency
6,700	Northwest Mutual Life
6,550	Well Fargo Bank
4,100	Computer Credit Insurance
2,945	Commercial Union Assurance
2,859	Progressive Insurance
2,635	Insurance Company of North American
2,302	Mortgage Guaranty Insurance Corp
6,508	Trustmark Insurance
3,600	Payne Financial Group
2,339	North America Specialty Insurance
5,200	Cigna Insurance
18,210	Marsh Seabury
7,460	Mega General

**Sq. Ft.**

**Law Firms**

2,212	Fenwick West LLP
5,763	Moore Smith Buxton & Turke
4,250	Naylor Hales
36,622	Stoel Rives, LLP
8,376	Cosho Humphrey
4,500	Spink Butler
2,982	Penland, Munther & Goodrum, Chartered
5,017	Marshall Batt Fischer

**Sq. Ft.**

**Hi-Tech Companies**

72,000	EDS
34,500	Microsoft
5,800	Cisco Systems

20,500	TSYS Systems Group
1,950	Advanced Systems Group
13,400	EDS
2,520	Cabella Technologies
76 Acre	Jabil Circuits
Purchase	
7,300	Lucent Technologies
13,797	Lionbridge Technologies
3,445	TSK America
2,323	Imagistics

**Sq. Ft.**

2,939	Stanley Consultants
16,694	HDR Engineering
52,040	Power Engineers
4,709	Renova Energy
2,335	Pacific Cap
5,965	KLA – Zencor
2,953	Brown & Caldwell
9,435	Earth Tech

**Engineers**

**Sq. Ft.**

3,073	Wilderness Society
2,998	The Nature Conservancy
6,500	GSA/Drug Enforcement Agency
6,100	Consulate of Mexico (for Idaho)
4,950	Idaho Potato Commission

**Non-Profit/Governments**

**Sq. Ft.**

3,100	Stanton Urbush
7,141	Little Morris
7,000	Myers and Stauffer
7,000	Cooper Norman

**Accounting Firms**